
A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY

**KINGS RIDGE SENIOR APARTMENTS (2003-004)
LOCATED AT
3233 MOUNT GILEAD ROAD
ATLANTA, FULTON COUNTY, GEORGIA**

July 2003

Prepared For

**Georgia Department of Community Affairs
60 Executive Park South, NE
Atlanta, GA 30329-2231**

Prepared By

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**NOVOGRADAC
& COMPANY** LLP

CERTIFIED PUBLIC ACCOUNTANTS

April 25, 2003

Ms. Joy Fitzgerald
Georgia Department of Community Affairs
60 Executive Park South, NE
Atlanta, GA 30329

Re: Market Study for Kings Ridge Senior Apartments located in Atlanta, Georgia

Dear Ms. Fitzgerald:

At your request, Novogradac & Company, LLP performed a study of the multifamily rental market in the Atlanta, Fulton County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject).

The purpose of this market study is to assess the viability of Kings Ridge Senior Apartments, a proposed LIHTC housing development consisting of 160 units. The property will offer affordable rental units restricted to older person households ages 55 and older earning 60 percent or less of the Area Median Gross Income (AMI) as well as market rate units. The Subject will also offer Project Based Rental Assisted (PBRA) units. Households that are income eligible (60 percent or less of the Area Median Gross Income) will pay 30 percent of household income towards rental rates. It should be noted, although households that are income eligible to reside within PBRA units can earn up 80 percent or less of the Area Median Gross Income and pay 30 percent of household income towards rental rates, we have utilized a maximum allowable income for a two-person household at 60 percent AMI to estimate demand for the Subject. We believe that households with annual income up to this level are more likely to reside at the Subject. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Use by others, such as syndicators, loan underwriters etc., may require modification or revision. Novogradac & Company, LLP. Stands ready to modify this document to various standards with the permission of the client and for an additional fee.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac & Company, LLC

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A. EXECUTIVE SUMMARY

PROPERTY SUMMARY OF SUBJECT

Subject Property Overview:

The Subject property will consist of 160 units. Of the total units, 79 units will be targeted to older person households ages 55 and older earning no more than 60 percent of the area median income (AMI). It should be noted that while the maximum allowable income for these units will be at the 60 percent threshold, rents will be based on the 54 percent AMI level. 48 units will be Projected Based Rental Assisted (PBRA) units. The remaining 33 units will be market-rate units.

Date of Construction:

Proposed construction with a projected market entry of 2005.

Development Location:

The Subject is currently vacant land. The site will be located at 3233 Mount Gilead Road in Atlanta, Georgia.

Construction Type:

The Subject property is the proposed new construction of 160 one and two-bedroom units. The improvements will consist of three-story garden apartment buildings. In-unit amenities will include garbage disposal, refrigerator, stove, dishwasher, central air conditioning and washer dryer hook-ups.

Occupancy Type:

Older person households ages 55 and older.

Target Income Group:

Of the total units, 49 percent (79 units) will be rent-restricted, Low Income Housing Tax Credit (LIHTC) units governed by Section 42 of the Internal Revenue Code and set-aside for older person household ages 55 and older earning not more than 60 percent of area median income adjusted for family size. Household sizes will range from one to two persons. Minimum household income level is \$19,590. Maximum household income level is \$32,200 in 2003 dollars. 48 units (30 percent) will be project based rental assisted (PBRA) units. Minimum household income level¹ is \$0. Maximum household income level is \$32,200 in 2003 dollars. The remaining units (33) will be market rate.

Land Area:

5.6348 Acres.

¹ Assumes 35 percent of household income is spent on gross housing costs, per Georgia Department of Community Affairs Market Study Guidelines Appendix A, Page 3, G (2).

Unit Mix:

PBRA UNITS					
Unit Type	# of Units	Net Rents*	Estimated Utility Cost	Gross Rent	Fair Market Rents
1BR/1BA	29	BOI	\$0	\$647	\$795
2BR/2BA	19	BOI	\$0	\$783	\$927
Total	48				

*Based on Income

LIHTC UNITS AT 54 PERCENT OF AMI					
Unit Type	# of Units	Net Rents	Estimated Utility Cost	Gross Rent	Maximum Allowable Rent Per DCA
1BR/1BA	47	\$561	\$92	\$653	\$720
2BR/2BA	32	\$671	\$118	\$789	\$865
Total/Average	79				

MARKET-RATE UNITS					
Unit Type	# of Units	Net Rents	Estimated Utility Cost	Gross Rent	Fair Market Rents
1BR/1BA	20	\$575	\$92	\$667	\$795
2BR/2BA	13	\$700	\$118	\$818	\$927
Total	33				

Location and Surrounding Land Uses:

The Subject is located along Mount Gilead Road in the city of Atlanta. The immediate neighborhood is primarily a residential community with retail and commercial developments located along the main arteries. Surrounding land uses include:

NORTH- Vacant land proposed for single-family development.

SOUTH- South of the Subject is primarily moderate income single family homes.

EAST- East of the Subject is moderate income single family homes. Further east is Therrell High School.

WEST- West of the Subject is single and multifamily improvements along Mount Gilead Road. The improvements include the English Colony Townhomes (profiled later in this report) as well as the Briar Glen middle-income single-family community.

**Ownership and History
of the Subject:**

The developer has applied for a reservation of Low-Income Housing Tax Credits in order to complete a new construction development.

Market Conclusions:

The overall Atlanta economy is moderately strong, benefiting from population, business and employment growth that has occurred in the area over the past ten years. As a result, the residential housing inventory has increased to support the economic escalations experienced within the market. However, given the elevated number of recent multifamily additions to supply, the Atlanta MSA is experiencing higher than normal vacancy levels. According to the REIS "Metro Trend Report" for the first quarter of 2003, overall vacancy for the Atlanta MSA is 11.3 percent. Established older vintage properties have reported the reliance of concessions to remain competitive to newer affordable housing and market rate product. In some cases, the presence of these concessions will remain in place throughout the foreseeable future.

While some markets in Atlanta are beginning to show stress from additions to supply, the Subject primary market appears to be a relatively balanced market in both market rate and affordable housing developments. The Subject is located within an area that demonstrates stability within low-income communities as well as softness within the market rate product. It should be noted that properties that are experiencing higher than typical vacancies are generally older properties in inferior condition to the more recently constructed affordable housing communities. However, the presence of rental increases, limited concessions and waiting lists suggest overall stability within the primary market area of the Subject despite recent additions to supply.

Inspection Date:

The property was inspected on June 17, 2003.

Conclusion:

The Subject is located in an area that offers existing multifamily projects that are primarily of older vintage, the majority of which are in poor condition. The Subject as proposed would be superior to all of the projects located within the immediate neighborhood. Additionally, the Subject will be located within an area that has proposed substantial development that will include single-family detached homes, town homes and rental apartments. All of these factors are expected to increase the desirability of the Subject.

B. PROJECT DESCRIPTION

Our description of the improvements is based on a site inspection as well as information provided by the developers. We assume that this information is accurate.

Date of Construction: Proposed construction with a projected market entry of 2005.

Development Location: The site will be located on 3233 Mount Gilead in Atlanta, Georgia. The Subject is currently vacant land.

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Special Population Target: Not Applicable

Unit Mix and Rents:

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Unit Type	# of Units	Net Rents*	Estimated Utility Cost	Gross Rent	Fair Market Rents
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Total	33				

Structure Type:

The Subject will have a three-story garden design. Curb appeal is expected to be above-average.

Existing or Proposed Project Based Rental Assistance:

The Subject will offer 48 Project Based Rental Assisted (PBRA) units. It should be noted, although households that are income eligible to reside within PBRA units can earn up 80 percent or less of the Area Median Gross Income and pay 30 percent of household income towards rental rates, we have utilized a maximum allowable income for a two-person household at 60 percent AMI to estimate demand for the Subject. We believe that households with annual income up to this level are more likely to reside at the Subject.

Unit Amenities:

All units will include garbage disposal, refrigerator, stove, dishwasher, central air conditioning and washer dryer hook-ups.

Community Amenities:

The Subject will include leasing and management areas, community room, business center, fitness room, laundry room, swimming pool and deck area, barbecue/picnic area, covered gazebo with seating and garden areas with walking trails. Additionally, the Subject will offer elevators which typically appeal to senior residents.

Current Tenancy:

Not Applicable

Renovation Plan:

Not Applicable

Conclusion:

The Subject will be an average to above-average-quality multifamily apartment building. It will superior to most of the inventory in the area.

C. SITE EVALUATION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

Date of Site Visit:	June 17, 2003.
Frontage:	The Subject has frontage on Mount Gilead Road.
Topography:	Rolling topography generally sloping to the rear.
Visibility/Views:	The Subject is expected to be highly visible from Mount Gilead Road once constructed. Although the road is not a main artery within the area, Mount Gilead Road connects with Lakewood Freeway approximately 0.5 miles south of the Subject. This is a main artery for the city connecting the Subject neighborhood to downtown Atlanta. Views from the Subject include single-family homes for moderate to middle income surrounding the Subject as well as a multifamily development (English Colony Townhomes).
Access and Traffic Flow:	The Subject site is located on Mount Gilead Road. The site will be developed with an access road leading into the property. Access and traffic flow are expected to be adequate for the Subject.
Layout and Curb Appeal:	The Subject will have an open layout and an above-average curb appeal.
Zoning of Surrounding Area:	Reported as RG-3 by the City of Atlanta Planning and Zoning office. This zoning designation allows for the development of multifamily units. Surrounding zoning along Mount Gilead Road is zoned residential. The zoning of the Subject and the surrounding land uses are not likely to change in the foreseeable future.
Road/Infrastructure Proposed Improvements:	There exists no evidence of future roadwork or improvements within the immediate Subject neighborhood.
Proximity to Local Services:	<p>The Subject is located in reasonable proximity to local services including schools, transportation, churches and retail.</p> <p>The Subject location in relation to the above services will contribute to quick absorption and an overall high occupancy. Further, residents of the Subject with school age children will attend schools located relatively close to the Subject. A <i>Locational Amenities Map</i>, corresponding to the following table is provided in the addenda to this report.</p>

LOCAL DISTANCES FROM SERVICES		
Service	Number	Distance (in Miles)
Shopping District	1	Greenbriar Shopping Mall (1.25 miles south)
Employment District	2	Numerous Retail along Greenbriar Parkway
Library	3	Atlanta-Fulton County SW Region Public Library (2.0 mile north)
Local Transportation-bus stops	4	MARTA Bus Stop located adjacent to the Subject
Local Parks and Recreation	5	Mount Gilead Campground (1.0 miles west)
Senior Center	6	H.J.C. Bowden Senior Center (4.0 miles southeast)
Hospital/Medical Facilities	7	Southwest Hospital and Medical Center (3.5 miles north)

Detrimental Influences:

No significant detrimental influences.

Environmental Concerns:

None visible upon site inspection. We recommend the sponsor obtain a Phase 1 environmental study to determine any possible environmental risk.

Conclusion:

The Subject is located in a suburban community located just east of Interstate 285. Residents of the neighborhood are able to benefit from close proximity to local services given that all are located within a short driving distance. Also, the Metropolitan Atlanta Rapid Transit Authority (MARTA) has a bus stop at the entrance to the Subject which should benefit residents that require public transportation. These factors will have positive impacts for the long-term prospects of the Subject. In general, the Subject site appears to be a favorable location for multifamily development.

Maps (included in the Addenda):

1. Regional Map
2. Neighborhood Map
3. Map of Primary Market Area
4. Map of Rent Comparables
5. Map Showing local services.
6. Showing subsidized low income housing (LIHTC, Sec 8, RD)

Photographs: (included in the Addenda):

1. Subject stating from which direction.
2. Street scenes and pertinent neighborhood photos.

D. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The Subject is located on Mount Gilead Road in Atlanta, Fulton County, Georgia. The primary market area defined as all the areas east of State Road 70 (Fulton Industrial Boulevard SW) and south of Interstate 20. Interstate 75 defines the eastern boundary. Camp Creek Parkway Lakewood defines the southern boundary. The determination of this market area was influenced by conversations with surveyed property managers that reported that the majority of rental traffic is neighborhood oriented with most originating from within three to four miles of the apartment complexes.

The overall Atlanta market has demonstrated steady population, business and employment growth in the area over the past ten years. As a result, the residential housing inventory has increased to support the economic escalations experienced within the market. As parts of the downtown Atlanta area become “built out”, more households have migrated to areas outside of Interstate 285. While the primary source of demand is expected to be generated from within the PMA. However, we believe that the Subject will attract a reasonable number of households from areas throughout Fulton County as well as the PMA.

Neighborhood Analysis

The neighborhood analysis provides a bridge between the area analysis and the study of the Subject. The goal of the neighborhood analysis is to determine how the operation of social, economic, governmental and environmental factors influences the marketability of real estate. In the neighborhood analysis, we focus on how these factors interact in the immediate vicinity of the Subject. Our analysis will focus on the neighborhood as a whole with individual focus on the location in the community and the demographic characteristics in the community.

The Subject is located along Mount Gilead Road in Atlanta, Georgia. To further illustrate the location of the Subject in relation to other properties and land uses, a map of the neighborhood is located in the addenda.

Location and Boundaries

The Subject neighborhood generally lies north of Lakewood Freeway, east of Fairburn Road, south of Rolling Green Ridge and west of Campbellton Road. The area is considered to be a residential area with retail and commercial improvements located along the major arteries.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Atlanta MSA are areas of growth or contraction. The Atlanta MSA is considered the secondary market area. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. Historic and estimated data will be presented for years 1990, 2001 and 2006. Data has also been projected for 2005, the year in which the Subject is expected to begin operation.

Population for Seniors Aged 55 and Over

The table below illustrates senior population in the Primary Market Area and Atlanta MSA for 2001 and 2006. The Subject is age restricted to tenants aged 55 and over. Therefore, we have used data for the 55 and over age group.

Senior Population				
Year	Atlanta MSA		PMA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2001	647,693	-	28,154	-
2006	853,366	6.35%	32,902	3.37%
Market Entry	812,231		31,952	

Source: ESRI Business Information Systems 6/2003

As illustrated in the table above, senior population is expected to continue growing in the PMA over the next five years. This is consistent with the demographic trends for the Atlanta MSA as a whole. This suggests an aging population that may choose apartment living to reduce home ownership burdens. These trends are occurring nationwide, with respect to the senior population, as the “baby-boomers” are now reaching retirement age. Further, based upon historic mortality trends, it suggests an increase in the number of single-person elderly female households. By the time of market entry, there will be approximately 812,231 persons aged 55 and older in the MSA compared to 31,952 in the PMA. The rapid growth of the senior population in the PMA and MSA will support demand for the Subject. It is important to note that the projected annual growth in senior population will outpace the annual growth for the overall population from 2001 to 2006. The historical and projected growth trends for the overall populations in the MSA and PMA are illustrated in the following table.

Overall Population				
Year	Atlanta MSA		PMA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2,833,511	-	138,293	-
2001	4,285,271	4.66%	145,371	0.47%
2006	5,016,695	3.41%	150,953	0.77%
Market Entry	4,870,410		149,837	

Source: ESRI Business Information Systems, Novogradac & Company LLP 6/2003

Population by Age Group

Population and household growth by age group can illustrate demand or lack of demand for a housing complex that may be age-restricted. The table below shows the population by age, percent of population in the age cohort, and the annual population change for the age cohort for the PMA.

POPULATION BY AGE

Age Cohort	Population by Age for the PMA				
	2001		2006		Annual Population Change
	Number	Percent	Number	Percent	
55 – 64	13,222	46.96%	16,388	49.81%	4.79%
65 – 74	8,318	29.54%	9,378	28.50%	2.55%
75 – 84	4,836	17.18%	5,058	15.37%	0.92%
85 +	1,778	6.32%	2,078	6.32%	3.37%
Total	28,154	100%	32,902	100%	

As the table above illustrates, the majority of the senior households within the PMA are within the 55 to 64 age groups. In fact, this age segment accounts for approximately 46.96 percent of the overall senior population located within the PMA. Additionally, this age segment is projected to have the highest annual increase over the next five years.

Senior Households

The table below describes senior household trends in the market area from 2001 through 2006.

SENIOR HOUSEHOLD TRENDS: 2001-2006		
Year	PMA	Atlanta MSA
2001	18,644	387,456
2006	21,550	507,188
Projected % Annual Change 2001-2006	3.12%	6.18%
Projected Average Annual Change 2001-2006	581	23,946
Projected Households 2005	20,960	483,242

Source: ESRI Information Systems, 06/2003

In the PMA, projections indicate households are expected to increase at an annual rate of 3.12 percent in the next five years. Although this rate of annual increase is considered moderate, the rate of annual increase is slightly less rapid than the MSA as a whole. Overall, this indicates a stable senior growth trend for the region.

Households by Tenure

While household growth is vital to the success of a new housing development, the presence of household growth by tenure can provide support for a particular housing type. For example, for demand to exist in a rental complex, growth must be evident for renter households. Senior specific household tenure is only available census year 2000. In that year 32.0 percent of senior households were renter households. Seniors have the highest homeownership rates of any group, making up nearly one-quarter of all owners. Although they relocate much less often than younger households, people 65 or older currently account for about one-tenth of buyers of new homes; those between the ages of 55 and 64 accounts for another tenth. Only ten percent of seniors live in age-restricted communities.

Households Size

Household size is depicted in the following table for both the PMA and MSA. Most senior households consist of one to two people. The table below illustrates the percentage of households with one person and the percentage of households with two or more people.

Households with Persons 55 and Over - 2001

<i>Household Size</i>	MSA		PMA	
	<i>Senior Households</i>	<i>%household</i>	<i>Senior Households</i>	<i>%household</i>
One Person	108,488	28.00%	6,928	37.16%
Two Person or More	278,968	72.00%	11,714	62.83%

Source: US Census Bureau, Novogradac & Company LLP, 6/03.

Senior households are rarely composed of more than two individuals. According to ESRI Information Systems data, in 2000, approximately 37 percent of senior households age 55 and older within the PMA were one-person households. Although this data is slightly dated, we will make the assumption that the same percentage of senior households will be single person households in 2001 and in the base year for our demand analysis, 2005. For the purposes of this market study, the remainder of senior households is assumed to be two person households. In general, the greater portion household is expected support demand for the Subject. Although the Subject consists of 96 one-bedroom units and 64 two-bedroom units, two-person households are expected to occupy both one-bedroom units as well as two-bedroom units in cases where additional space is required for the storage of life possessions.

Income

The table below illustrates the median household income in the PMA and MSA for households with a senior aged 55 or older as the householder.

MEDIAN HOUSEHOLD INCOME FOR SENIORS

<i>Year</i>	Atlanta MSA		PMA	
	<i>Income</i>	<i>Annual Change</i>	<i>Income</i>	<i>Annual Change</i>
2001	\$45,823	-	\$19,321	-
2006	\$54,784	3.91%	\$23,983	4.98%
Market Entry	\$52,693		\$22,621	

Source: ESRI Business Information Systems, Novogradac & Company LLP 6/2003

Median income levels for seniors are higher within the PMA when compared to the MSA. For the PMA, income levels are projected to increase approximately 4.98 percent annually over the next five-year period compared to 3.91 percent annually within the MSA. However, the median income for seniors ages 55 and older within the PMA is projected to be 57 percent less the MSA by the time of market entry. This indicates a greater housing need in the PMA versus the MSA. Disparities in wealth among seniors will continue to limit the housing and care options that many will be able to pursue. In particular, renter households headed by a person 65 or older in the United States in 1995 – one-fifth of the senior population – had a median net wealth of only \$6,460, compared with \$141,300 for those owning homes according to a study conducted by the American Association of Retired Persons (AARP). The following table illustrates the income distribution of the senior population in the PMA.

SENIOR HOUSEHOLD INCOME

Income Cohort	Senior Population PMA			
	2001		2006	
	Number	Percent	Number	Percent
\$0 - \$14,999	3,229	17.32%	2,993	13.89%
\$15,000 - \$24,999	4,657	24.98%	4,219	19.58%
\$25,000 - \$34,999	3,945	21.16%	3,827	17.76%
\$35,000 - \$49,999	2,722	14.60%	4,034	18.72%
\$50,000 - \$74,999	2,226	11.94%	3,108	14.42%
\$75,000 - \$99,999	1,035	5.55%	1,659	7.70%
\$100,000 +	832	4.46%	1,707	7.92%
Total	18,644	100.00%	21,550	100.00%

Source: ESRI Business Information Systems, 6/2003

As illustrated in the table above, the largest income bracket is \$15,000-\$24,000. The Subject is expected to target households with annual incomes ranging from \$0 to \$34,200. Therefore, a large number of households (10,891) are income eligible to reside at the Subject.

Major Employers

The Atlanta area is generally considered the regional hub of the southeastern United States. Atlanta is the headquarters for several major corporations, including Home Depot and BellSouth. Additionally, Hartsfield Airport in Atlanta is the regional hub of Delta Airlines, the largest employer in the Atlanta area. The table below lists the major employers in the Atlanta area.

ATLANTA MSA MAJOR EMPLOYERS		
Company	Industry	Employment
Delta Air Lines	Airline	29,150
BellSouth	Telecommunications	20,000
Emory University	Education	19,000
U.S. Postal Service	Government	16,099
Wal-Mart	Retail	14,700
Home Depot	Retail	14,300
Gwinnett County Schools	Government/Education	14,200
Cobb County Schools	Government/Education	13,024
United Parcel Service	Delivery	10,500
Fort McPherson (U.S. Army)	Defense	10,481
AT&T	Telecommunications	8,600
IBM Corporation	Technology	8,400

Source: Atlanta Journal Constitution; Novogradac & Company LLP, 9/02.

BellSouth and Delta Air Lines are the only two employers in the MSA that employ over 20,000 people. However, four of the top ten employers in the MSA are from the government and education sectors. Lower skilled employees in these industries are likely to have incomes inline with the Subject's income restrictions. In the private sector, Wal-Mart and Home Depot are the fifth and sixth largest employers respectively within the MSA. Additionally, Fort McPherson is among the top ten employers. The Subject is an age-restricted property and it is unlikely that many of the Subject's tenants will be employed. However, seniors who do hold positions at the area's largest employers are likely to be income-eligible for the Subject

Employment

The following tables detail employment and unemployment in Fulton County over the recent decade.

EMPLOYMENT & UNEMPLOYMENT TRENDS

Fulton County

Year	Employment Trends		Unemployment Trends	
	<i>Total Employment</i>	<i>% Change</i>	<i>Unemployment Rate</i>	<i>% Change</i>
1992	314,004	-	7.4	-
1993	328,405	4.6	6.4	-1.1
1994	341,172	3.9	5.8	-0.6
1995	343,427	0.7	5.4	-0.3
1996	356,622	3.8	5.0	-0.5
1997	368,870	3.4	4.6	-0.3
1998	381,889	3.5	4.1	-0.6
1999	385,191	0.9	3.9	-0.2
2000	397,537	3.2	3.7	-0.2
2001	396,395	-0.3	4.3	0.6
2002	402,213	1.5	6.4	2.1
2003*	409,323	1.8	5.5	-0.8

Source: U.S. Bureau of Labor Statistics and Real Estate Center at Texas A&M University

*As of April 2003

The overall number of persons employed in Fulton County has increased steadily over the past decade. However, the county reported a period of contraction during 2001, which is coincident with the slow down of the national economy. However, this decrease was effectively erased by 2002. Unemployment rates in Fulton County had been decreasing from 1992 to 2000. It is interesting to note that the unemployment for the PMA decreased despite steady increases in the number of persons employed. Overall, the unemployment rates have been at or below the national average throughout most of the past decade.

Conclusion

The senior population is expected to increase by 3.37 percent from 2001 to 2006. Further, projections indicate households are expected to increase at an annual rate of 3.12 percent during the same time period. This suggests an aging population that may choose apartment living to reduce home ownership burdens. By the time of market entry, there will be approximately 31,952 persons aged 55 and older in the PMA. The Subject is expected to supplement the one and two-bedroom housing stock that typically appeal to senior oriented residents. The largest income bracket is \$15,000-\$24,000. The Subject is expected to target households with annual incomes ranging from \$0 to \$34,200. Therefore, a large number of households (10,891) are income eligible to reside at the Subject. This should increase the desirability for the Subject given that senior oriented affordable housing options are limited within the PMA.

Sub Market Analysis – The National Senior Housing Market

According to *Housing America's Seniors*, published by the Joint Center for Housing Studies of Harvard University, the senior housing situation is approaching a point at which supply and demand will change dramatically. One in 8 Americans today is a senior citizen, compared with only 1 in 25 at the dawn of the 20th century. By 2030, when most baby boomers will have retired, this ratio will have increased to 1 in 5. By 2030, the senior population is expected to nearly double to about 70 million – bringing their share of the entire U.S. population to a formidable 20 percent. With that increase in population comes an increase and a change in housing needs.

Seniors have the highest homeownership rates of any group, making up nearly one-quarter of all owners. Homeownership rates peak for persons 65-74 at 82.8% as of 2000. Although they relocate much less often than younger households, people 65 or older currently account for about one-tenth of buyers of new homes; those between the ages of 55 and 64 account for another tenth. Only ten percent of seniors live in age-restricted communities. Fully 9 in 10 people age 70 and over live in conventional housing. Assisted communities are home to only 3% of the nation's seniors 70 or older living outside of nursing homes. The share does, however, rise with age and reach 7% of those aged 85 to 89.

Approximately one-quarter of seniors spend more than 30 percent of their income for housing and support services. Owners have lower cost-to-income ratios than renters: 18 percent of owners spend more than 30 percent of their incomes on out-of-pocket housing costs, compared with 52 percent of renters. According to the *1999 American Housing Survey*, all senior households pay a median of 19 percent of their income towards housing. However, for senior renter-occupied households, that percentage increases dramatically to 34 percent. The table below shows the breakdown.

MONTHLY HOUSING COSTS AS A % OF CURRENT INCOME		
	1999	1999 Renter-Occupied
<5%	5%	1%
5-9%	15%	2%
10-14%	15%	4%
15-19%	12%	6%
20-24%	9%	6%
25-29%	8%	11%
30-34%	5%	10%
35-39%	5%	7%
40-49%	6%	10%
50-49%	3%	7%
60-69%	2%	4%
70-99%	4%	8%
100%+	7%	12%
0 or Negative Income	3%	2%
No Cash Rent	2%	10%
Median (0-99)	19	34

Source: 1999 American Housing Survey

Only a small percentage of senior renters receive any type of rent reduction as shown on the table below.

RENT REDUCTIONS	1999 RENTER-OCCUPIED
No Subsidy	41%
Rent Control	3%
No Rent Control	38%
	11%
Reduced by Owner	
<i>Not Reduced by Owner</i>	88%
<i>Owner Reduction Not Reported</i>	1%
Owned by Public Housing Authority	8%
Government Subsidy	6%
Other, Income Verification	3%
Subsidy Not Reported	1%

Source: 1999 American Housing Survey

Only three percent have a rent-controlled apartment; eight percent reside in public housing; six percent receive a government subsidy; and three percent take advantage of rent other rent-reduction programs.

Trends Shaping Demand

Many of the factors shaping the lives and housing choices of tomorrow's elderly, including better health, greater longevity for men, increased wealth, and ongoing technological innovation, are already at work. With the expectation of living longer, healthier lives, more seniors may elect to delay retirement. Increases in the qualifying age for receipt of Social Security payments may also induce many to continue working. Expanded telecommunications give seniors more choices about where to live and how long to work, with a growing share of semi-retirees likely to telecommute to their jobs.

Making Housing Choices

About 15 percent of the elderly make special arrangements to receive care in regular housing. Of this group, about two-thirds live in shared housing, a living arrangement generally including a non-elderly person or for the express purpose of assisted living. The other third live in "supported housing," where they receive outside help from a non-family member.

The chances that seniors opt for shared or supported housing increase with the number of difficulties that they have with daily living activities. However, the proximity of children is an equally important factor. The fewer children they have living nearby, the more likely seniors are to choose assisted, supported, or shared arrangements.

Seniors consistently state that they prefer to "age in place," and the percentage responding so increases with age. However, fully 39 percent of Americans do change residences after they reach the age of 60. At least four-fifths of the moves seniors make are local. In a typical year, only about one percent of the elderly move across a state boundary and many of these moves are within the same metropolitan area.

According to the National Institute on Aging's Assets and Health Dynamics Among the Oldest Old (AHEAD) Survey, women are increasingly making up a larger share of the older population rising from 58.3 percent of 70-74-year olds to 79.2 percent of those aged 90 or older. This means there is an increasing supply of single women who will likely look to senior housing options rather than try to maintain a home alone. Roughly seven percent of those aged 70 and over - about two million seniors - currently reside in age-restricted communities that do not provide care to residents.

According to the *1999 American Housing Survey*, 17 percent of seniors have moved since 1995. For renter households, 38 percent has moved in the last four years. However 53 percent of all households have lived in their homes for 20 years or more compared to only 18 percent of renter households. The table below gives a more complete breakdown.

YEAR HOUSEHOLDER MOVED INTO UNIT		
	1999	1999 Renter-Occupied
1995-1999	17%	38%
1990-1994	11%	20%
1985-1989	11%	13%
1980-1984	7%	8%
1975-1979	9%	6%
1970-1974	8%	4%
1960-1969	17%	6%
1950-1959	13%	2%
1940-1959	4%	1%
1939 or earlier	2%	1%
	1977	1992
Median		

Source: *1999 American Housing Survey*

Seniors who make long-distance moves tend to be younger, healthier, and somewhat better educated. They also have somewhat higher incomes. As their health declines and they become more dependent, however, some return to their home states or move to locations closer to their families. Healthy seniors generally favor age-restricted communities that do not provide services.

Where Seniors Live

The *1999 American Housing Survey* shows that 80.3 percent of all senior households 65 and over are homeowners while 19.7 percent are renter households. Home ownership is up 1.4 percent since 1997. Most households live in single-family homes with three bedrooms. However, there is a large disparity in the housing conditions of the senior population at-large and senior renter households. The table below gives some vital statistics on senior housing as of 1999.

	1999 Total Households	1999 Renter Households
Units in Structure		
1, detached	68.7%	18.2%
1, attached	5.7%	7.4%
2 to 4	5.6%	18.3%
5 to 9	2.7%	10.2%
10 to 19	2.4%	9.1%
20 to 49	3.0%	11.7%
50+	5.7%	22.6%
mobile home or trailer	6.4%	2.5%
Stories in Structure		
1	39.1%	26.4%
2	29.4%	28.1%
3	17.1%	18.2%
4 to 6	4.9%	12.0%
7+	3.2%	12.7%

Source: *1999 American Housing Survey*

As the table below shows, there are some striking differences in lifestyle for senior renter households. While only 13.8 percent of all households live in a multi-family building, 71.9 percent of renter households live in buildings with two or more units. The majority (22.6 percent) live in large developments of 50 units or more. In addition to living in large developments, renter households are more likely to live in a mid-rise or high-rise development: 24.7 percent compared to only 8.1 percent for total households. This presents complications, as many seniors are not able to navigate staircases in the event of an emergency evacuation.

The biggest disparity between renter households and total households is in the size of the household and the housing unit as shown on the table below.

	1999 Total Households	1999 Renter Households
Bedrooms		
0	0.6%	2.7%
1	12.4%	47.2%
2	31.8%	35.6%
3	41.7%	11.9%
4+	13.5%	2.5%
<i>Median</i>	2.6	2.6
Persons Per Households		
1	44.9%	70.0%
2	45.2%	23.9%
3	5.9%	3.6%
4	2.2%	1.3%
5	0.9%	0.5%
6	0.5%	0.4%
7+	0.3%	0.2%
<i>Median</i>	1.6	N/Av

Source: 1999 American Housing Survey

Most renter households (70.0 percent) are one-person households compared to only 44.9 percent of total senior households. This reflects the trend of persons moving into senior housing upon the death of a spouse. Those persons who are married or living with someone are much more likely to retain their current residence. There are very few senior households with more than two persons in residence. Many of these larger households include grandchildren.

This disparity in the size of the household is further reflected in the number of bedrooms in each housing unit. While only 12.4 percent of total senior households live in a one-bedroom unit, 47.2 percent of renter households live in a one-bedroom unit. The two-bedroom unit is the most common for the total population with 31.8 percent, slightly below the 35.6 percent of renter households in a two-bedroom. Because of the smaller household size, very few senior households require a home with three bedrooms or more. However, because many owner households have lived in their homes since their children were born and a three-bedroom home was necessary, 41.7 percent of the total senior population occupied a three-bedroom unit. Only 11.9 percent of renter households live in a three-bedroom home.

Where Seniors Move

The table below shows data collected in a 1992 AARP survey. Although the survey only included single elderly women, it is relevant to all senior housing as single elderly women make up the largest portion of tenants in senior housing.

FACILITIES AND SERVICES DESIRED WITHIN EASY WALKING DISTANCE BY ELDERLY WOMEN LIVING ALONE	
Facility or Service	% Response
Bus stop for buses to important places	91%
Favorite grocery store	79%
Own Bank	68%
Favorite library	67%
Own place of worship	65%
Senior's Center	65%
Favorite drugstore	62%
Favorite restaurant	56%
Nutrition site for seniors	55%
Another drugstore	55%
Own doctor	53%
Another bus stop	51%
Favorite beauty shop	51%
Fire station	51%

Source: 1999 American Housing Survey

The results of the survey confirm the desire of elderly persons to age in place – if not in their own home, then at least in their own neighborhood. They want to be surrounded by familiar things including their own grocery store, bank, library, place of worship, drugstore, restaurant, and doctor. If senior housing is not located within an existing neighborhood, it should be designed to provide comparable amenities nearby. The transition to a new grocery store, drugstore, etc. is made easier if the facility is conveniently located.

The 1999 American Housing Survey supports the findings of the AARP report. According to the Survey, of those seniors who moved within the past year, 39 percent of all senior households selected their present neighborhood based on its convenient access to friends and family. This again indicates that seniors want to stay within familiar surroundings. The full results are on the table below.

MAIN REASON FOR CHOICE OF PRESENT NEIGHBORHOOD		
Senior Households Who Moved In the Last Year		
	1999	1999 Renter-Occupied
Convenient to Friends/Family	39%	42%
Look/Design of Neighborhood	25%	22%
House was Most Important Consideration	20%	18%
Convenient to Leisure Activities	7%	7%
Convenient to Job	5%	5%
Other Public Services	3%	5%
Convenient to Public Transportation	1%	2%
Good Schools	0%	0%
All Equal	7%	9%
Other	27%	33%
Not Reported	16%	16%

Source: 1999 American Housing Survey

For those who moved in the last year, their reasons were varied, but included family/personal reasons; a need for lower rent or housing maintenance; and other housing related reasons. The need for lower rent and home maintenance costs was more important to renters than to seniors in general. More homeowners tended to move out of a desire for a better home as shown on the table below.

MAIN REASON FOR LEAVING PREVIOUS UNIT SENIOR HOUSEHOLDS WHO MOVED IN THE LAST YEAR		
	1999	1999 Renter-Occupied
Other Family/Personal Related	19%	20%
Wanted Lower Rent or Maintenance	7%	10%
Other Housing Related Reasons	11%	10%
Wanted Better Home	10%	8%
To Establish Own Household	3%	5%
Married/Separated/Divorced/Widowed	4%	4%
Other Financial/Employment Related	3%	4%
Needed Larger House or Apartment	4%	3%
Change from Owner/Renter or Renter/Owner	5%	3%
Private Displacement	1%	2%
To be Closer to Work/School/Other	2%	1%
Government Displacement	1%	1%
Disaster Loss	1%	1%
New Job or Job Transfer	0%	0%
All Equal	2%	2%
Other	24%	21%
Not Reported	5%	4%

Source: 1999 American Housing Survey

Despite a need for lower rent and home maintenance, most households reported an increase in housing costs after their move. This is most likely the result of a move into assisted living or nursing home care. Only 24 percent of renter-occupied households reported a rent decrease with their move.

CHANGE IN HOUSING COST SENIOR HOUSEHOLDS WHO MOVED IN THE LAST YEAR		
	1999	1999 Renter-Occupied
Increased with Move	36%	41%
Decreased	28%	24%
Stayed About the Same	31%	29%
Don't Know	5%	5%
Not Reported	0%	0%

Source: 1999 American Housing Survey

Of those who moved, 42 percent went from homeowner to renter as shown on the table below.

TENURE OF PREVIOUS RESIDENCE SENIOR HOUSEHOLDS WHO MOVED IN THE LAST YEAR		
	1999	1999 Renter-Occupied
Owner	63%	42%
Renter	37%	58%

Source: 1999 American Housing Survey

For those who are currently apartment-dwellers, 75 percent of renter-occupied households did not consider moving into a single-family home.

FOR THOSE NOW IN APARTMENT SENIOR HOUSEHOLDS WHO MOVED IN THE LAST YEAR		
	1999	1999 Renter-Occupied
Did Not Look at Houses	82%	75%
Looked at Houses Too	13%	18%
Not Reported	5%	7%

Source: 1999 American Housing Survey

Financial reasons were the primary determinant for rent-occupied households. However, for all senior households, room layout and design was the most important ingredient in their housing choice. In addition, 18 percent of renter households did not have a choice to make, as their current home was the only one available at the time. Owner-occupied households had more options as only 13 percent of total households faced the same situation.

MAIN REASON FOR CHOICE OF PRESENT HOME Senior Households Who Moved In the Last Year		
	1999	1999 Renter-Occupied
Financial Reasons	28%	35%
Room Layout/Design	30%	20%
Only One Available	13%	18%
Size	12%	12%
Yards/Trees/View	6%	7%
Exterior Appearance	6%	5%
Quality of Construction	4%	3%
Kitchen	0%	1%
All Equal	10%	7%
Other	21%	23%
Not Reported	17%	17%

Source: 1999 American Housing Survey

This chart reveals the disparity in the living conditions between owner and renter households. Many renter households are forced to make their housing decisions based on limited options and tight financial constraints.

Income Factors

Wealth and income disparities will continue to limit the housing choices of millions of Americans, especially those of color. About 20 percent of seniors have a net worth of less than \$25,000 and ten percent have net worth between \$25,000 and \$50,000. Many seniors face difficulties paying for their current housing. In 1995, 2.2 million aged 65 and over – more than half of them homeowners – paid more than half their incomes for housing.

Disparities in wealth among seniors will continue to limit the housing and care options that many will be able to pursue. In particular, renter households headed by a person 65 or older in 1995 – one-fifth of the senior population – had median net wealth of only \$6,460, compared with \$141,300 for those owning homes.

Approximately nine percent of seniors are currently working. Even so, over half of the incomes of those ages 65 and over are derived from Social Security, with another 20 percent from pensions and only five percent from earnings. Earnings from other household members and other investment income each contribute another eight to nine percent of elderly incomes. Very little income comes from Supplementary Social Insurance (SSI) or food stamps.

In addition to low incomes, the senior population must compete with the general working population for housing. In areas such as Seattle, which have seen strong income growth in recent years, affordable housing is increasingly out of reach for households with fixed incomes. This problem has the largest impact on renters who are more susceptible to market swings than homeowners who generally feel the impact through property taxes.

Conclusion

The national indicators for senior housing paint a positive picture for the Subject. The surveys indicate seniors will leave even their owner-occupied housing for more affordable, lower-maintenance rental housing such as that which the Subject will provide. The surveys also indicate a desire to move near children and medical facilities. The Subject is adjacent to the regional most comprehensive medical facility and is additionally proximate to all necessary services.

F. PROJECT-SPECIFIC DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

Affordability

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. We will use these guidelines to set the minimum income levels for the demand analysis.

Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

1. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2005, the anticipated date of market entry, as the base year for the analysis. Therefore, 2001 household population estimates are inflated to 2005 by interpolation of the difference between 2001 estimates and 2006 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2005.

2. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. The first source (2a.) is tenants who are rent overburdened. These are households who are paying over 50 percent of their income in housing costs.

This data is based upon the 2001 census. The second source **(2b.)** is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source **(2c.)** is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties.

Additions to Supply

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct additions to supply constructed from 1999 to 2005 that are considered directly competitive. Therefore, 409 LIHTC and market rate units have been excluded in our demand analysis. We have illustrated demand analysis for the Subject in the following table.

Capture Rates

The above calculations and derived capture rates are illustrated in the following table.

(INCLUDING 1995-2004 CONSTRUCTED UNITS)

Household Income Distribution 2001-2006				
King's Ridge Senior Apartments				
PMA				
	2001	2006	Percent Growth	
	#	#	%	
Less than \$14,999	3,229	2,993	13.89%	-7.9%
\$15,000 - \$24,999	4,657	4,219	19.58%	-10.4%
\$25,000 - \$34,999	3,945	3,827	17.76%	-3.1%
\$35,000 - \$49,999	2,722	4,034	18.72%	32.5%
\$50,000 - \$74,999	2,226	3,108	14.42%	28.4%
\$75,000 - \$99,999	1,035	1,659	7.70%	37.6%
\$100,000 +	832	1,707	7.92%	51.9%
Total	18,644	21,550	100.00%	13.5%

Household Income Distribution 2006				
King's Ridge Senior Apartments				
PMA				
	2006	Change 2001 to 2005		
	#	#	%	
Less than \$14,999	3,040	-189	-14.50%	
\$15,000 - \$24,999	4,307	-350	-20.54%	
\$25,000 - \$34,999	3,851	-94	-18.37%	
\$35,000 - \$49,999	3,772	1,050	17.99%	
\$50,000 - \$74,999	2,931	705	13.98%	
\$75,000 - \$99,999	1,534	500	7.32%	
\$100,000 +	1,532	700	7.31%	
Total	20,967	2,322	100.00%	2,322

Tenure as of 2000	
Renter	32.00%
Owner	68.00%
Total	100.00%

Household Size for 2005		
Size	Number	Percentage
1	7,758	37.00%
2	13,209	63.00%
Total	20,967	100.00%

Household Size for 2000		
Size	Number	Percentage
1	6,898	37.00%
2	11,746	63.00%
Total	18,644	100.00%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		PBRA		54%		Market	
Minimum Income Limit		\$0		\$19,590		\$19,590	
Maximum Income Limit		\$34,200 2 Person		\$34,200 2 Person		\$45,200 2 Person	
Income Category	New Households - Total Change in Households PMA 2001 to 2005	Income Brackets	Percent within Cohort	Households within Bracket	Percent within Cohort	Income Brackets	Percent within Cohort
Less than \$14,999	-189	14,999	100%	-189	54%	5,409	54%
\$15,000 - \$24,999	-350	9,999	100%	-350	92%	9,999	100%
\$25,000 - \$34,999	-94	9,200	92%	-87	92%	10,200	68%
\$35,000 - \$49,999	1,050						
\$50,000 - \$74,999	705						
\$75,000 - \$99,999	500						
\$100,000 +	700						
Total	2,322			-376	-11.90%		430
Percent of households within limits versus total number of households		100.00%		-11.90%		18.53%	

(INCLUDING 1999-2004 CONSTRUCTED UNITS)

Calculation of Potential Household Demand by Income Cohort by % of AMI									
Percent of AMI Level		PBRA		54%		Market			
Minimum Income Limit		\$0		\$19,500		\$19,500			
Maximum Income Limit		\$34,200 2 Person		\$34,200 2 Person		\$45,200 2 Person			
Income Category		Total Households		Households within Cohort		Income Brackets		Households within Cohort	
PMA 2004		Percent within Cohort		Percent		Income Brackets		Percent	
Less than \$14,999	3,040	14.50%	100%	3,040	54%	5,409	54%	2,330	54%
\$15,000 - \$24,999	4,307	20.54%	100%	4,307	54%	9,999	54%	3,851	54%
\$25,000 - \$34,999	3,851	18.37%	92%	3,543	92%	10,200	68%	2,565	68%
\$35,000 - \$49,999	3,772	17.99%							
\$50,000 - \$74,999	2,911	13.98%							
\$75,000 - \$99,999	1,534	7.32%							
\$100,000 +	1,532	7.31%							
Total Households		20,967	100.00%	10,891	51.94%	5,873	28.01%	8,746	41.71%
Percent of households within limits versus total number of households									

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2005 Median Income

Change from 2000 to 2005

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No	Yes
Senior	
Urban	
Percent of Income for Housing	40%
2000 Median Income	\$19,321
2005 Median Income	\$23,983
Change from 2000 to 2005	\$4,662.00
Total Percent Change	24.1%
Average Annual Change	4.8%
Inflation Rate	4.8%
Maximum Allowable Income	\$34,200
Maximum Number of Occupants	2 Person
Rent Income Categories	PBRA
Initial Gross Rent for Smallest Unit	\$0.00
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$653.00
Persons in Household	0BR
1	0%
2	0%
3	0%
4	0%
5	0%
6	0%
7	0%

STEP 1 Please refer to text for complete explanation.

Demand from New Households

Income Target Population

New Households PMA

Percent Income Qualified

Income Qualified Households

Percent Renter

New Renter Income Qualified Households

	PBRA	54%	Market
	2,322	2,322	2,322
	-26.9%	-11.9%	18.5%
	-626	-276	430
	32.0%	32.0%	32.0%
	-200	-88	138

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households

Demand from Rent Overburdened Households

Income Target Population

Total Existing Demand

Income Qualified

Percent Renter

Income Qualified Renter Households

Percent Rent Overburdened Based on 2000 Census

	PBRA	54%	Market
	20,967	20,967	20,967
	51.9%	28.0%	41.7%
	32.0%	32.0%	32.0%
	3485	1879	2709
	28%	28%	28%
	958	517	770

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing					
Income Qualified Renter Households	3465	1879	1%	2799	1%
Percent Living in Substandard Housing	1%	1%	1%	1%	1%
Households Living in Substandard Housing	35	19	1%	28	1%

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership					
Income Target Population	PBRA	54%		Market	
Total Senior Homeowners	7416	3994		5947	
Rural Versus Urban					
Senior Demand Converting from Homeownership	2.0%	148	80	119	

Total Demand					
Total Demand from Existing Households	1141	615		917	
Adjustment Factor	0	0		0	
Adjusted Demand from Existing Households	1141	615		917	
Total New Demand	-200	-88		138	
Total Demand (New Plus Existing Households)	941	527		1054	

Demand from Seniors Who Convert from Homeownership	148	80		119	
Percent of Total Demand From Homeownership Conversion	15.7%	15.2%		11.3%	
Is this Demand Over 20 percent of Total Demand?	No	No		No	

By Bedroom Demand					
One Person	37.00%	348	195	390	
Two Persons	63.00%	593	332	664	
Total	100.00%	941	527	1054	

To place Person Demand into Bedroom Type Units

Of one person households in one-bedroom units	90%	313	175	351	
Of two person households in one-bedroom units	210%	119	66	133	
Of one person households in two-bedroom units	10%	35	19	39	
Of two person households in two-bedroom units	80%	474	266	531	
Total Demand		941	527	1,054	
Check	OK	OK	OK	OK	

Total Demand by Bedroom					
One Bedroom	PBRA	54%		Market	
Two Bedroom	432	242		484	
Three Bedroom	509	285		570	
Total Demand	941	527		1,054	

Additions To Supply 2000 to 2004

One Bedroom	PBRA	54%		Market	
Two Bedroom	82	82		82	
Three Bedroom	163	163		163	
Four Bedroom	90	90		90	
Total	74	74		74	
	409	409		409	

Net Demand					
One Bedroom	PBRA	54%		Market	
Two Bedroom	350	160		402	
Three Bedroom	346	122		407	
Total	696	282		809	

Net Demand					
One Bedroom	PBRA	54%		Market	
Two Bedroom	350	160		402	
Total	696	282		809	

Developer's Unit Mix					
One Bedroom	PBRA	54%		Market	
Two Bedroom	29	47		20	
Three Bedroom	19	32		13	
Four Bedroom	0	0		0	
Total	48	79		33	

Capture Rate Analysis					
One Bedroom	PBRA	54%		Market	
Two Bedroom	8%	29%		5%	
Three Bedroom	5%	26%		3%	
Four Bedroom	N/A	N/A		N/A	
Total	7%	28%		4%	

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 13.5 percent between 2001 and 2006.
- The Subject's target income group is from \$0 to \$34,200. This spreads across three income cohorts. The \$0 to \$14,999 cohort is expected to contract by 7.9 percent from 2001 to 2006. The \$15,000 to \$24,999 cohort is expected to contract by 10.4 percent from 2001 to 2006. The \$25,000 to \$34,999 cohort is expected to contract by 3.1 percent from 2001 to 2006. Overall, the appropriate income cohorts in the PMA are projected to contract by 791 households (6.7 percent). Despite projected losses in the number of households within the income cohorts targeted by the Subject, more than adequate income eligible demand exists within the primary market area for the Subject's proposed units.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable and income restricted option. We believe this to be significant and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

As the analysis illustrates, the Subject's capture rates vary from seven to 28 percent. We also conducted a demand analysis for the market rate units at the Subject. While these units are not subject to income restrictions, we have based our analysis to assuming a 35 percent affordability factor for proposed rents. Also, we have conducted our analysis utilizing 80 percent of the area medium income for Fulton County for a two person households, \$45,200, as our maximum income level. The capture rates demonstrated an overall capture rate of four percent for market rate units. These capture rates demonstrated by both LIHTC and market rate units are below the DCA limit of 30 percent. Overall, demand for the Subject's LIHTC and market rate units is considered favorable.

G. SUPPLY ANALYSIS

ATLANTA MULTIFAMILY RENTAL MARKET OVERVIEW

Introduction

We have conducted approximately 20 market studies in the past several years and we have witnessed a tremendous increase in supply. Furthermore we have witnessed an increasing softness in the broader market area. However, there are numerous pockets of strong demand, particularly affordable housing. Therefore we will examine the broader market in general, then focus on the particular sub-market within Atlanta for the Subject.

Rental Rates

According to the REIS “Metro Trend Report” for the first quarter of 2003, the rental rates for the Atlanta region have increased for the previous five years. However, the rate of this growth has slowed significantly since 2000. The average rental rate increase in the first quarter of 2003 was 0.1 percent. This rate of increase compares to an increase in 2000 at a rate of approximately eight percent. The following table depicts the average asking rental rate for properties in the Atlanta region based on the year that they were constructed.

AVERAGE ASKING RENT BY DATE OF CONSTRUCTION	
Year	Average Rent
Before 1970	\$690
1970 – 1979	\$718
1980 – 1989	\$794
1990 – 1994	\$931
After 1994	\$1,018
All Properties	\$822

Source: REIS Metro Trend Report, First Quarter 2003

As the table above depicts, the newer properties in the market are achieving significantly higher rents than the older properties. Additionally, the properties that were constructed after 1990 are achieving higher than the average rental rate. Therefore, newly constructed properties will have higher achievable rental rates than the properties in the market that are constructed prior to 1990.

Vacancy

The vacancy rate in the Atlanta region continues to increase according to the REIS report. In 2000, the vacancy rate was approximately five percent. As of the first quarter of 2003, the vacancy rate is 11.3 percent. The vacancy rate slightly declined from 1998 to 2000. The following table depicts the average vacancy rates for properties based on the year that they were constructed.

AVERAGE VACANCY BY DATE OF CONSTRUCTION	
Year	Average Vacancy
Before 1970	11.2%
1970 – 1979	12.6%
1980 – 1989	10.7%
1990 – 1994	9.6%
After 1994	11.4%
All Properties	11.3%

Source: REIS Metro Trend Report, First Quarter 2003

As the table above depicts, the average vacancy rate varies by age of construction. The properties that were constructed from 1980 to 1994 are out performing the properties constructed in all other years in terms of vacancy rates. However, the vacancy rate of the properties that have been constructed since 1994 is somewhat skewed since the newest properties in the survey are still in their initial leasing periods. Therefore, it is expected that this age cohort will have a high vacancy rate when compared to the other age cohorts.

Growth in the Rental Inventory

The Atlanta market continues to experience an increase in its rental inventory. However, this rate of increase is slower now than it was in 1999. The peak of the growth rate in the rental market occurred in 1999 at a rate of approximately 4.5 percent. The growth rate in 2002 was approximately two percent. The following table depicts the overall market share of properties based on the year that they were constructed.

PERCENT OF MARKET SHARE BY DATE OF CONSTRUCTION	
Year	Market Share
Before 1970	15%
1970 – 1979	25%
1980 – 1989	31%
1990 – 1994	6%
After 1994	24%

Source: REIS Metro Trend Report, First Quarter 2003

As the table above depicts, a slight plurality of multifamily properties were constructed from 1980 to 1989. However, the recent years have also experienced a large portion of growth in terms of new units being added to the rental market.

Planned Developments

Metro Atlanta is split up into six relatively straightforward planning zones. These zones are Northside, Northwest, Northeast, Westside, Intown/South and Southside. Several of the recent residential developments that has occurred within these sections has been outlined in the following text.

Westside Redevelopment District:

This development area contains The Villages at Castelbury Hills and Magnolia Park Apartments, both of which are Low Income Housing Tax Credit Properties. These two projects were contributing factors to the redevelopment of this historical area of the city. Future new development initiatives include a \$140 million dollar renovation plan designed to refurbish commercial, retail, residential and recreational areas of this district. Project completion is planned for 2006 and will include condominiums, loft housing and mixed-use commercial spaces, spanning an area of 15 acres. The proposed developmental plan proposes 200 apartments over mixed commercial space as well as 125 condo's and 35 town homes.

Park Place South

Park Place South, a 68 million dollar residential project, will ultimately consist of 434 single family detached homes, town homes, multifamily complexes, and a 100-unit senior citizen independent living center. The project is currently under construction and is located south of the downtown Atlanta, on Pryor Road and Amal Drive. While these housing units are not quite complete, they are almost 50 percent pre-sold/leased.

Kings Ridge Development Area;

Kings Ridge Project Re-development area will consist of both single and multifamily housing structures located on the cities southeastern side. This area was the home of former multifamily structures which have since been demolished, and will be replaced by for sale and for rent single family detached homes, town homes, rental apartments, and independent living residences for seniors. The community will also feature, walking trails, a pool, clubhouse and a playground area for children. This Subject will be constructed within this development.

Conclusion

The overall Atlanta economy is moderately strong, benefiting from population, business and employment growth that has occurred in the area over the past ten years. As a result, the residential housing inventory has increased to support the economic escalations experienced within the market. However, given the elevated number of recent multifamily additions to supply, the Atlanta MSA is experiencing higher than normal vacancy levels. According to the REIS "Metro Trend Report" for the first quarter of 2003, overall vacancy for the Atlanta MSA is 11.3 percent. Established older vintage properties have reported the reliance of concessions to remain competitive to newer affordable housing and market rate product. In some cases, the presence of these concessions will remain in place throughout the foreseeable future.

CHARACTERISTICS OF LIHTC PROJECTS UNDER CONSTRUCTION AND IN PLANNING

Each year the Georgia Housing Finance Authority, in conjunction with the Georgia Department of Community Affairs, accepts bids for LIHTC tax credit projects. The following table details the list of projects that have received tax credit allocations in Fulton County.

2001-02 LIHTC Allocations in Fulton County				
Property	Address	City	Units	Tenancy
Crogman School	1093 West Avenue SW	Atlanta	105	Family
Peaks at West Atlanta	1255 Northwest Drive	Atlanta	214	Family
Ashley Courts*	1371 Kimberly Road	Atlanta	96	Family
Lakewood Christian Manor	2141 Springdale Road	Atlanta	250	Older Persons
Holly Ridge	1620 Hollywood Rd NW	Atlanta	216	Family
Brookside Parkway	1780 Metropolitan Parkway	Atlanta	200	Family
Carver Redevelopment	201 Moury Avenue	Atlanta	216	Family
Park Place South Senior	240 Amal Drive	Atlanta	100	Elderly
Etheridge Court I & II	2500 Center St NW	Atlanta	354	Family
City Views at Rosa Burney Park	259 Richardson Street	Atlanta	180	Family/Older
Allen Temple Apt	3040 Middleton Avenue	Atlanta	458	Family
Town West Manor	330 Brownlee Rd SW	Atlanta	108	Family
Misty Amber Senior	3704 Martin Luther King Jr. SW	Atlanta	152	Elderly
Valena Henderson Village	431 Edgewood Avenue	Atlanta	39	Elderly
Hickory Park	4900 Delano Road	Atlanta	150	Family
Big Bethel Village	505 Fairburn Road	Atlanta	132	Elderly
Providence Heights	McClelland Avenue	East Pointe	244	Family
Orchard Springs	Oakley Industrial Boulevard	Fairburn	221	Family
Robins Creste	under construction	Atlanta	160	Family
Eagles Creste	under construction	Atlanta	284	Family
Columbia Estate	under construction	Atlanta	124	Family
Columbia at Peoplestown	under construction	Atlanta	99	Family
Columbia Highlands Senior	under construction	Atlanta	130	Elderly
The Peaks at MLK	under construction	Atlanta	183	Family
Alta Pointe	under construction	Atlanta	230	Family
Total			4645	

*Included in our survey

Section 8

According to Rene Stokes of the Fulton County Housing Authority there are currently 1,100 Section 8 vouchers that have been distributed and there is a waiting list for 1,500 households, or an approximate one and a half years to two years. Ms. Stokes also stated that there was large demand for Section 8 housing as they receive several applications on a weekly basis. Illustrated in the table below is the historical trend in the past five years of Section 8 Vouchers that have been distributed in the City of Atlanta Housing Authority.

**Annual Distribution of Section 8 Vouchers
City of Atlanta**

Year	No. of Vouchers	Percentage change
1998	7,376	-
1999	7,451	1.02%
2000	8,483	13.85%
2001	9,477	11.72%
2002	11,127	17.41%

As illustrated, the growth rate of vouchers being distributed by the housing authority suggests an increasing need for affordable housing for low to very low-income households. According to Yolanda Hill from the Atlanta Housing Authority, 12,000 vouchers are being utilized with approximately 25,000 households that are currently on the waiting list. The waiting list has been closed since October 2001. As result, the housing authority is in the process of locating affordable housing for the current households on the waiting list before accepting additional requests. Ms. Hill stated that “there was great demand for affordable housing. Unfortunately, there was not enough funding from the state for affordable housing projects.”

Description of Property Types Surveyed/Determination of Number of Tax Credit Units

We interviewed numerous properties to determine which ones were considered “true” competition for the Subject. As shown in the table above, there are a number of LIHTC projects existing in the area. Two of the projects are mixed income communities that offer unit types similar to those proposed by the Subject. As tax credit properties their rents and amenities also compare favorably with the Subject. We therefore consider the properties competitive and have included them in our analysis.

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey included seven “true” comparable properties containing 1,178 units. We have excluded several properties from our competitive analysis given dissimilarity with Subject as proposed. The following table illustrates these developments.

Name	Address	Type	Reason
Chastain Woods Apartments	2929 Landrum Dr SW	Market	Excluded – Declined to participate
Colony Woods Apartments	3030 Continental Colony Pkwy	Market	Excluded – Declined to participate
Cascades Pines	2909 Campbellton Rd SW	Section 8	Excluded - Section 8
Landrum Arms Apartments	2949 Landrum Dr SW	Section 8	Excluded – Section 8
Asbury Harris Epworth Towers	3033 Continental Colony Pkwy	Section 8/Senior	Excluded – Section 8

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the write-ups following. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

Summary Matrix

Comp #	Project Name and Location	Type / Age	Market (Conv.) / Subsidy Type	# Units	Unit Type			Unit Mix		Size (SF)	Units Vacant	Vacancy Rate
					PBRA	60% AMI	Market	#	%			
Subject	Kings Ridge Senior Apartments 3233 Mount Gilead Rd Atlanta, GA	3+ Story Proposed	LIHTC	160	1BR/1BA	\$ 561	\$ 575	96	60.00%	762		
					2BR/2BA	\$ 671	\$ 700	64	40.00%	1,095		
								160	100.00%			
1	Greenbriar Commons 3000 Stone Hogan Connector Atlanta, GA 404-344-7330	Garden/Townhouse 1974	LIHTC	176	1BR/1.5BA	\$ -	\$ 509	32	18.18%	800	2	6.25%
					2BR/1.5BA	\$ -	\$ 568	30	17.05%	1,080	0	N/A
					2BR/2.5BA	\$ -	\$ 587	38	21.59%	1,200	0	N/A
					3BR/2.5BA	\$ -	\$ 660	76	43.18%	1,500	3	3.99%
								176	100.00%		5	2.84%
2	Columbia Colony Senior Housing 2999 Continental Pkwy Atlanta, GA 404-349-1119	Garden 2001	LIHTC/Market	121	1BR/1BA	\$ -	\$ 530	58	47.93%	750	0	N/A
					2BR/2BA	\$ -	\$ 650	63	52.07%	1,100	0	N/A
								121	100.00%		0	0.00%
3	Ashley Courts at Cascade 1371 Kimberly Rd Atlanta, GA 404-696-5100	Garden 2000/2002	LIHTC/Market	288	1BR/1BA	\$ -	\$ 653	75	8.33%	738	2	8.33%
					2BR/1BA	\$ -	\$ 719	48	16.67%	884	2	4.17%
					2BR/2BA	\$ -	\$ 759	95	1.39%	970	0	N/A
					2BR/2BA	\$ -	N/A	4	1.39%	970	0	N/A
								48	16.67%	1,184	2	4.17%
								60	20.83%	1,375	0	N/A
								30	10.42%	1,275	1	3.33%
								60	20.83%	1,655	1	1.67%
								14	4.86%	1,433	0	N/A
								288	100.00%		8	2.78%
4	Park at Greenbriar 3000 Continental Pkwy Atlanta, GA 1-866-270-5594	Garden/Townhouse N/A	Market	209	1BR/1BA	\$ -	\$ -	539	N/A	700	N/A	N/A
					1BR/1.5BA	\$ -	\$ -	557	N/A	860	N/A	N/A
					2BR/1BA	\$ -	\$ -	620	N/A	940	N/A	N/A
					2BR/1.5BA	\$ -	\$ -	683	N/A	1,150	N/A	N/A
								647	N/A	1,060	N/A	N/A
								755	N/A	1,200	N/A	N/A
								836	N/A	1,560	N/A	N/A
								209	N/A		21	10.05%
5	English Colony Townhouses 3350 Mt. Gilead Rd Atlanta, GA 404-344-9795	Townhomes N/A	Market	94	2BR/1.5BA	\$ -	\$ -	650	95.74%	N/A	4	4.44%
					3BR/2.5BA	\$ -	\$ -	795	4.26%	N/A	0	N/A
								94	100.00%		4	4.26%
6	Greenbriar Glen 3030 Continental Colony Pkwy Atlanta, GA 404-344-3542	Single-Story Late 1980's	Market	74	Studio	\$ -	\$ -	525	N/A	N/A	0	N/A
					1BR/1BA	\$ -	\$ -	518	N/A	576	9	N/A
								737	N/A	877	0	N/A
								74	100.00%		9	12.16%
7	Village of Cascades 3041 Landrum Dr SW Atlanta, GA 404-344-4467	Garden/TH 1976	Market	180	1BR/1BA	\$ -	\$ -	528	N/A	800	N/A	N/A
					2BR/1BA	\$ -	\$ -	588	N/A	1,032	N/A	N/A
					2BR/2BA	\$ -	\$ -	593	N/A	1,032	N/A	N/A
					2BR/1.5BA TH	\$ -	\$ -	638	N/A	1,032	N/A	N/A
								698	N/A	1,512	N/A	N/A
								180	100.00%		9	5.00%
Total Studio								N/A	N/A		N/A	N/A
Total 1BR								114	16.79%		13	11.40%
Total 2BR								321	47.28%		8	2.49%
Total 3BR								170	25.04%		4	2.35%
Total 4BR								74	10.90%		1	1.35%
Grand Total by Unit Type Excluding Subject								679	100.00%		26	3.83%
Total Including Properties Not Reporting Breakdown								1,142			56	4.90%
Average Year Built												
Oldest Property												
Youngest Property												
Largest Property					288							
Smallest Property					74							
Average Size					163							

Two-bedroom Matrix

Comp #	Subject	1	2	3	4	5	6	7
Project Name	Kings Ridge Senior Apartments	Greenbriar Commons	Columbia Colony Senior Housing	Ashley Courts at Cascade	Park at Greenbriar	English Colony Townhomes	Greenbriar Glen	Village of Cascades
Base Rent/Month 60% AMI	\$671	\$568	\$650	\$759				
Unit GLA (SF)	1,095	1,080	1,100	970				
Adjusted Utility Base Rent/Month	\$671	\$544	\$650	\$735				
Base Rent/Month Market	\$700		\$750	\$955	\$647	\$650	\$737	\$593
Unit GLA (SF)	1,095		1,100	970	1,060	\$626	\$773	1,032
Adjusted Utility Base Rent/Month	\$700		\$750	\$931	Market	Market	Market	Market
Market (Conv./Subsidy Type)	LIHTC	LIHTC	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market
Total Units/Type	64	30	63	4	N/A	90	N/A	N/A
Vacant/Type	0	0	0	0	N/A	4	0	N/A
Occupancy	100%	100%	100%	100%	N/A	96%	N/A	N/A
Property Type	3+ Story	Garden/Townhouse	Garden	Garden	Garden/Townhouse	Townhomes	Single-Story	Garden/TH
Year Built	Proposed	1974	1999	2000/2002	N/A	N/A	Late 1980's	1976
In-Unit Features								
Baths (No. of)	2	1.5	2	2	2	2	2	2
Blinds	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Carpeting	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Ceiling Fan	No	No	Yes	No	Yes	No	Yes	No
Fireplace	No	No	No	No	Yes	No	No	No
Exterior Storage	No	No	No	Yes	Yes	No	Yes	No
Patio/Balcony	No	Yes	No	Yes	Yes	Yes	Yes	Yes
Appliance Package								
Refrigerator	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Stove	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Dishwasher	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Disposal	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Microwave	No	No	No	No	No	No	No	No
Washer & Dryer (In-Unit)	No	No	No	Yes	No	Yes	Yes	No
Washer & Dryer (Hook-ups)	Yes	Yes	Yes	No	Yes	No	Yes	Yes
Central Air Conditioning	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Utilities								
Cooking - Power	Electric	Electric	Electric	Gas	Gas	Gas	Electric	Elec
Heat - Power	Electric	Gas	Electric	Gas	Gas	Gas	Electric	Gas
Hot Water - Power	Electric	Electric	Electric	Gas	Gas	Gas	Electric	Gas
Utilities-Cooking	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Utilities-Heat	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Utilities-Hot Water	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Utilities-Electric	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Utilities-Water/Sewer	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Utilities-Trash	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord
Utility Adjustment to Net Rent	\$	\$ (24.00)	\$	\$ (24.00)	\$ (24.00)	\$ (24.00)	\$ (24.00)	\$
Parking								
Surface	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Carport	No	No	No	No	No	No	No	No
Garage	No	No	No	No	No	No	No	No
Common Area Amenities								
Security	No	No	No	Yes	No	No	No	Yes
-Courtesy Patrol/Officer	Yes	No	No	Yes	No	No	No	No
-Perimeter Fencing	No	No	No	No	No	No	No	No
-Intercom	No	No	No	No	No	No	No	No
-Secured Parking	Yes	No	No	Yes	Yes	No	No	No
-Intrusion Alarm	No	No	No	No	No	No	No	No
-Security Lighting	Yes	Yes	Yes	No	Yes	Yes	No	Yes
Clubhouse/Community Room	No	No	No	No	No	No	No	Yes
Swimming Pool	No	Yes	No	No	No	No	No	No
Jacuzzi	No	No	No	No	No	No	No	No
Exercise Room	Yes	Yes	Yes	No	Yes	No	No	Yes
Picnic Area (Grills)	Yes	No	Yes	No	No	No	No	Yes
Tennis Courts	No	No	No	No	Yes	No	No	No
Basketball Courts	No	Yes	No	No	No	No	No	No
Playground	No	Yes	No	No	Yes	No	No	Yes
Central Laundry	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
Resident Programs								
Comments								

Comparable Property #1

Name: Greenbriar Commons
Address: 3000 Stone Hogan Connector
Atlanta, GA
Phone: 404-344-7330
Miles to Subject: 1.9

Year Built: 1974
Type: Garden/Townhouse
Program: LIHTC
Occupancy: 97%
No. of Units: 176



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☐ Exterior Storage
- ☒ Central Air
- ☐ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Electric	Tenant
Heat:	Gas	Tenant
Water Heat:	Electric	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Landlord
Trash:	N/A	Landlord

Security Features

- ☐ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☐ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Garage
- ☐ Carport

Common Area Amenities

- ☐ Clubhouse/Com. Room
- ☒ Swimming Pool
- ☐ Jacuzzi
- ☐ Exercise Room
- ☐ Picnic Area (Grills)
- ☐ Tennis Courts
- ☒ Basketball Courts
- ☒ Playground
- ☐ Central Laundry

Comparable Property #1 Cont.

Greenbriar Commons

Unit Type	No. Of Units	No. Vacant	Size	Market Rent	60% AMI	50% AMI
1BR/1.5BA	32	2	800	\$0	\$509	\$0
2BR/1.5BA	30	0	1080	\$0	\$568	\$0
2BR/2.5BA	38	0	1200	\$0	\$587	\$0
3BR/2.5BA	76	3	1500	\$0	\$660	\$0
Total	176	5				

Greenbriar Commons is a family LIHTC property located 1.9 miles south of the Subject. The community is comprised of townhouses. The occupancy rate is currently at 97 percent and has remained stable over the past year. There is a waiting list of 150 low-income households. Rental rates increased by \$15 (two to three percent) for each unit type in January 2003. There is a temporary concession currently being offered that is one months free rent for a 12-month lease. It should be noted that the rental rates shown above reflect this concession. The average turnover rate is two units per month. The two and three bedroom units have washer-dryer hookups, while the one-bedrooms do not. There is a central laundry facility. The most popular units are the two-bedroom units. Jackie mentioned that the areas supply of two bedroom units falls well short of the area's demand for two-bedrooms. She also mentioned that approximately one percent of their residents are seniors.

Comparable Property #2

Name: Columbia Colony Senior Housing
Address: 2999 Continental Pkwy
 Atlanta, GA
Phone: 404-349-1119
Miles to Subject: 1.6

Year Built: 2001
Type: Garden
Program: LIHTC/Market
Occupancy: 96%
No. of Units: 121



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☐ Exterior Storage
- ☒ Central Air
- ☒ Ceiling Fan
- ☐ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Electric	Tenant
Heat:	Electric	Tenant
Water Heat:	Electric	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Tenant
Trash:	N/A	Landlord

Security Features

- ☐ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☐ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☒ Clubhouse/Com Room
- ☐ Swimming Pool
- ☐ Jacuzzi
- ☒ Exercise Room
- ☒ Picnic Area (Grills)
- ☐ Tennis Courts
- ☐ Basketball Courts
- ☐ Playground
- ☒ Central Laundry

Comparable Property #2 Cont.

Columbia Colony Senior Housing

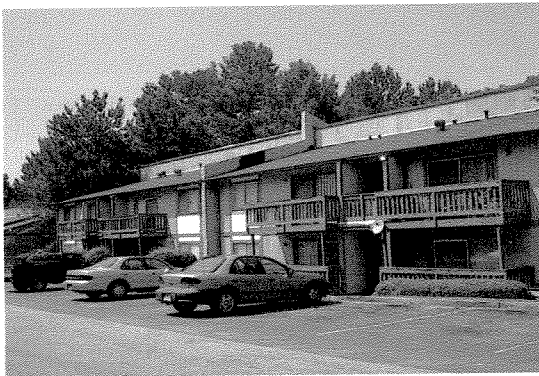
Unit Type	No. Of Units	No. Vacant	Size	Market Rent	60% AMI
1BR/1BA	58	0	750	\$650	\$530
2BR/2BA	63	0	1100	\$750	\$650
Total	121	0			

Columbia Colony Senior Housing is a LIHTC and market rate property. It was built in 2001 and began leasing units in November 2001. Tenants are restricted to people ages 62 and older. There are 97 tax credit units and 24 market rate units. They do accept Section 8 vouchers. The property has 100 percent of its units occupied. There are currently no concessions. Turnover of units averages zero to one unit per month, or zero to ten percent annually. The property has always had every unit occupied or preleased before being vacated. The wait list is 1-1/2 years long. Rents have not changed since the day the property opened in November 2001. The current manager has only been managing the property for a few months and she did not know the absorption pace of the property for the initial leasing phase. The most popular units are the two-bedroom units. According to the manager, the area's senior market is quite strong.

Comparable Property #3

Name: Ashley Courts at Cascade
Address: 1371 Kimberly Rd
 Atlanta, GA
Phone: 404-696-5100
Miles to Subject: 2.8

Year Built: 2000/2002
Type: Garden
Program: LIHTC/Market
Occupancy: 97%
No. of Units: 288



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☒ Washer/Dryer In Unit
- ☐ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☒ Exterior Storage
- ☒ Central Air
- ☐ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Gas	Tenant
Heat:	Gas	Tenant
Water Heat:	Gas	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Landlord
Trash:	N/A	Landlord

Security Features

- ☒ Security Patrol
- ☐ Secured Parking
- ☒ Perimeter Fencing
- ☒ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☐ Clubhouse/Com. Room
- ☐ Swimming Pool
- ☐ Jacuzzi
- ☐ Exercise Room
- ☐ Picnic Area (Grills)
- ☐ Tennis Courts
- ☐ Basketball Courts
- ☐ Playground
- ☒ Central Laundry

Comparable Property #3 Cont.

Ashley Courts at Cascade

Unit Type	No. Of Units	No. Vacant	Size	Market Rent	60% AMI
1BR/1BA	24	2	738	\$725	\$653
2BR/1BA	48	2	884	\$915	\$719
2BR/2BA	4	0	970	\$955	\$759
2BR/2BA	48	2	1184	\$950	N/Ap
3BR/1.5BA TH	60	0	1375	\$1,055	\$881
3BR/2BA	30	1	1275	\$1,055	\$871
4BR/2BA TH	60	1	1655	\$1,155	\$962
4BR/2BA	14	0	1433	\$1,155	\$954
Total	288	8			

Ashley Courts at Cascade is a family LIHTC and market rate property. The property does accept Section 8 vouchers. The first phase of construction was completed in 2000 and consisted of 136 units. The second phase was completed in 2002 and consisted of 136 units. The occupancy rate is 97 percent. Vacated units tend to lease-up with one to two weeks time. The turnover rate is three to four units per month, or 12 to 17 percent annually. Currently there is a waiting list that includes 300 Section 8 households, 20 tax credit households, and zero market rate households. There has been no rental rate changes and no vacancy rate changes recently. The tenant composition is mixed and tenants generally come from the Western Atlanta area. According to the property manager, the least popular units are the one-bedrooms, while the other bedroom sizes are equally popular. She also mentioned that their community did not have any senior residents.

Comparable Property #4

Name: Park at Greenbriar
Address: 3000 Continental Pkwy
Atlanta, GA
Phone: 1-866-270-8594
Miles to Subject: 1.1
Insert Photo:

Year Built: N/A
Type: Garden/Townhouse
Program: Market
Occupancy: 90%
No. of Units: 209

NO PHOTO AVAILABLE

Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☒ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☐ Exterior Storage
- ☒ Central Air
- ☒ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Gas	Tenant
Heat:	Gas	Tenant
Water Heat:	Gas	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Landlord
Trash:	N/A	Landlord

Security Features

- ☐ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☒ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☒ Clubhouse/Com Room
- ☒ Swimming Pool
- ☐ Jacuzzi
- ☒ Exercise Room
- ☐ Picnic Area (Grills)
- ☒ Tennis Courts
- ☐ Basketball Courts
- ☒ Playground
- ☒ Central Laundry

Comparable Property #4 Cont.

Park at Greenbriar

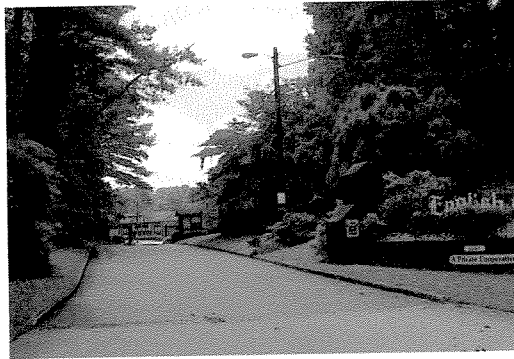
Unit Type	No. Of Units	No. Vacant	Size	Market Rent
1BR/1BA	N/A	N/A	700	\$539
1BR/1.5BA	N/A	N/A	800	\$557
2BR/1BA	N/A	N/A	940	\$620
2BR/1.5BA	N/A	N/A	1,150	\$683
2BR/2BA	N/A	N/A	1,060	\$647
3BR/2BA	N/A	N/A	1,200	\$755
3BR/2.5BA	N/A	N/A	1,560	\$836
Total	209	21		

Park at Greenbriar is a family market-rate property. The property is located 1.1 miles south of the Subject. The property is only a couple hundred yards from Greenbriar Mall, one of the Atlanta metro areas largest malls. The property is also close to public transportation and Kroger grocery. The occupancy rate is at 90 percent, and according to the leasing agent this is the normal occupancy rate for the property. Turnover averages one or two units per month, or five to 12 percent annually. Tenant composition is mixed. The most popular units are two-bedroom units. The rental rates have increased in the past year for two-bedroom units, while three-bedroom and one-bedroom units have had no change. There is currently rent specials for one-bedroom units. Seniors always get a discount of ten percent on monthly rents. The rents shown take into account the special rates for one-bedroom units and the ten percent senior discount for each unit type, being that the Subject is a senior property.

Comparable Property #5

Name: English Colony Townhomes
Address: 3350 Mt. Gilead Rd
Atlanta, GA
Phone: 404-344-9795
Miles to Subject: 0.2

Year Built: N/A
Type: Townhomes
Program: Market
Occupancy: 96%
No. of Units: 94



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☐ Exterior Storage
- ☒ Central Air
- ☐ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Gas	Tenant
Heat:	Gas	Tenant
Water Heat:	Gas	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Landlord
Trash:	N/A	Landlord

Security Features

- ☐ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☐ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☒ Clubhouse/Com Room
- ☐ Exercise Room
- ☐ Basketball Courts
- ☐ Swimming Pool
- ☐ Picnic Area (Grills)
- ☐ Playground
- ☐ Jacuzzi
- ☐ Tennis Courts
- ☒ Central Laundry

Comparable Property #5 Cont.

English Colony Townhomes

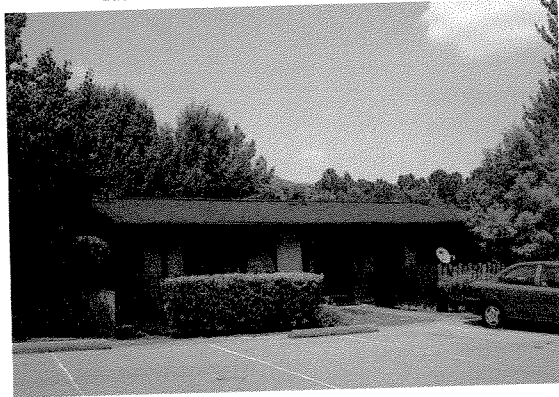
Unit Type	No. Of Units	No. Vacant	Size	Market Rent
2BR/1.5BA	90	4	N/A	\$650
3BR/2.5BA	4	0	N/A	\$795
Total	94	4		

English Colony Townhomes is a family market rate property and it is located 0.2 miles west of the Subject. The tenant composition is mixed and seniors make up about 25 percent of tenants. There are currently no concessions being offered. The occupancy rate is currently at 96 percent and has been stable for some time. Rental rates have not changed in the past year. There is a waiting list for the three-bedroom units. The leasing agent with whom we spoke said that the market is soft. However, the leasing agent noted that they get many requests for low-income rentals and that the area really needs more low-income rental housing.

Comparable Property #6

Name: Greenbriar Glen
Address: 3030 Continental Colony Pkwy
 Atlanta, GA
Phone: 404-344-3542
Miles to Subject: 1.2

Year Built: Late 1980's
Type: Single-Story
Program: Market
Occupancy: 88%
No. of Units: 74



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☒ Exterior Storage
- ☒ Central Air
- ☒ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Electric	Tenant
Heat:	Electric	Tenant
Water Heat:	Electric	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Landlord
Trash:	N/A	Landlord

Security Features

- ☐ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☐ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☐ Clubhouse/Com. Room
- ☐ Swimming Pool
- ☐ Jacuzzi
- ☐ Exercise Room
- ☐ Picnic Area (Grills)
- ☐ Tennis Courts
- ☐ Basketball Courts
- ☐ Playground
- ☒ Central Laundry

Comparable Property #6 Cont.

Greenbriar Glen

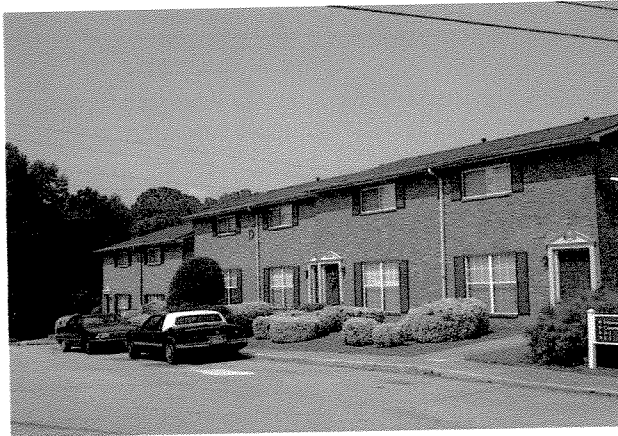
Unit Type	No. Of Units	No. Vacant	Size	Market Rent
Studio	N/A	0	N/A	\$525
1BR/1BA	N/A	9	576	\$518
2BR/2BA	N/A	0	877	\$737
Total	74	9		

Greenbriar Glen is a family market rate property. It is located 1.2 miles south of the Subject. Greenbriar Mall, one of the Atlanta metro area's largest malls, is located only a couple hundred yards away from the property. Public transportation and Kroger grocery are also nearby. The occupancy rate is currently 88 percent. The vacancy rates have increased recently. Turnover averages 2 units per month, or 32 percent annually. Vacated units usually lease up within one week. Rental rates have not increased recently. The most popular units are the two-bedroom units. There is a current a special of one month's free rent on one-bedroom units. The rental rates shown above reflect this special offer. The tenants pay for all utilities, but water and sewer is divided equally between the tenant and landlord.

Comparable Property #7

Name: Village of Cascades
Address: 3041 Landrum Dr SW
 Atlanta, GA
Phone: 404-344-4467
Miles to Subject: 1.2

Year Built: 1976
Type: Garden/TH
Program: Market
Occupancy: 95%
No. of Units: 180



Appliances

- ☒ Refrigerator
- ☒ Oven
- ☒ Dishwasher
- ☒ Disposal
- ☐ Microwave

In - Unit Amenities

- ☐ Washer/Dryer In Unit
- ☒ Washer/Dryer Hook-ups
- ☐ Fireplace
- ☒ Carpet/Hardwood
- ☒ Window Coverings
- ☐ Exterior Storage
- ☒ Central Air
- ☐ Ceiling Fan
- ☒ Balcony/Patio/Porch

Utilities

	<u>Type:</u>	<u>Paid By:</u>
Cooking:	Elec	Tenant
Heat:	Gas	Tenant
Water Heat:	Gas	Tenant
Electric:	N/A	Tenant
Water/Sewer:	N/A	Tenant
Trash:	N/A	Landlord

Security Features

- ☒ Security Patrol
- ☐ Secured Parking
- ☐ Perimeter Fencing
- ☐ Intrusion Alarm
- ☐ Intercom
- ☐ Security Lighting

Parking

- ☒ Surface
- ☐ Carport
- ☐ Garage

Common Area Amenities

- ☒ Clubhouse/Com. Room
- ☐ Exercise Room
- ☐ Basketball Courts
- ☒ Swimming Pool
- ☒ Picnic Area (Grills)
- ☒ Playground
- ☐ Jacuzzi
- ☐ Tennis Courts
- ☒ Central Laundry

Comparable Property #7 Cont.

Village of Cascades

Unit Type	No. Of Units	No. Vacant	Size	Market Rent
1BR/1BA	N/A	N/A	800	\$528
2BR/1BA	N/A	N/A	1032	\$588
2BR/2BA	N/A	N/A	1032	\$593
2BR/1.5BA TH	N/A	N/A	1286	\$638
3BR/2BA	N/A	N/A	1512	\$698
Total	180	9		

Village of Cascades is a family market rate property. It is located 1.2 miles northeast of the Subject. The occupancy rate is 95 percent. According to the property manager, 95 percent occupancy is fairly typical for the property. There is no waiting list. Turnover averages one or two units per month or 6 to 14 percent annually. Many of the tenants have lived at the property for many years according to the leasing agent. There is currently a special of \$199 off the first months rent. Concessions are pretty common at this property. The rental rates shown above are monthly rents for year long leases with the rental special taken into account. The normal rental rates have not changed in the past year. Most of the tenants move from places within a two to three mile radius. The leasing agent says that the rental market in the area is soft.

H. PROPERTY INTERVIEWS

PROPERTY INTERVIEWS

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. The following text is a summary of the property descriptions, which describe vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available. Columbia Colony Senior Housing was the only community we interviewed that had units designated solely for seniors, the rest were family units.

Age and Condition

We interviewed properties ranging in age from 29 years old (Greenbrier Commons) to recent constructions (Columbia Colony Senior Housing, Ashley Courts at Cascade). This is a function of the ongoing development activity in the area. There are generally two types of properties in the market. First, there are those of a similar vintage as the Subject that have been recent additions. Second are properties that are 20 to 30 years old that significantly inferior. Condition varies with age. We focused our research on the most comparable properties. Newer and renovated properties are typically in better condition than older properties. As new construction, the Subject would be superior to the condition of older properties within the primary market area.

Unit Mix

The following table shows the unit mix of the properties in our survey. As illustrated in the matrices comparable rental properties offered one, two, three and four-bedroom units.

UNIT MIX				
Unit type	Market Unit Mix		Subject Unit Mix	
	Number	Percentage	Number	Percentage
1BR	114	16.79%	96	60.00%
2BR	321	47.28%	64	40.00%
3BR	170	25.04%	N/Av	N/Av
4BR	74	10.90%	N/Av	N/Av
Total	679	100.00%	160	100.00%

*This figure represents properties that reported unit breakdown

Based on our survey of the market, two-bedroom units possess the greatest market share with nearly 47 percent followed closely by one-bedroom units. Not all of the surveyed properties were able to provide exact unit mix. The following table illustrates the vacancy breakdown by unit type.

VACANCY BY UNIT TYPE			
Unit Type	Total Units Reporting	Vacant units	Vacancy by Unit Type
1BR	114	13	11.40%
2BR	321	8	2.49%
3BR	170	4	2.35%
4BR	74	1	1.35%
Total	679	26	3.83%

*This figure represents properties that reported unit breakdown

Overall vacancy reported by 679 surveyed units indicates approximately four percent vacancy. It should be noted that the vacancy rate by unit type illustrated above is based only on surveyed properties that were able to provide vacancies within specific unit types. Therefore, while the combined vacancy rate by unit type is 3.83 percent, the overall vacancy is approximately five percent.

One of the properties surveyed is a recently constructed senior oriented facility. Columbia Colony Senior Housing is a LIHTC and market rate property constructed in 2001 has 100 percent of its units occupied with a one and a half year waiting list. This is considered to be a positive indicator for the strength of the senior affordable housing rental market given the recent additions to supply

Unit Size

The Subject will consist of a combination of one and two-bedroom units. We attempted to compare the Subject to similar unit types. The table below depicts the square footage of the Subject and comparable properties in the market. It should be noted that the average, minimum and maximum unit sizes are available only for those properties that would provide this information.

COMPARISON OF SUBJECT UNIT SIZE TO MARKET UNIT SIZE (IN SQUARE FEET)					
Unit type	Subject	Columbia Colony Senior Housing	Competing Properties		
			Average	Minimum	Maximum
1BR/1BA	762	750	727	576	800
2BR/2BA	1,095	1,100	1,020	877	1,100

As the table illustrates the Subject's unit sizes are above the average unit sizes reported for one and two-bedroom units currently found in the market. Generally, senior apartments are somewhat smaller than conventional apartments. The Subject's one-bedroom units will be slightly larger than Columbia Colony Senior Housing's units which are 750 square feet, and the two-bedroom units are almost similar in size. Given that unit sizes offered by the Subject are at the top end of the range for all the competing properties, the Subject is expected to have a competitive advantage within the market with respect to size.

Total Number of Baths per Unit

All of the surveyed one-bedroom units in the marketplace offer one bathroom. Two and three-bedroom units in the marketplace offer between one and two bathrooms. The Subject will offer a similar number of bathrooms within the one and two-bedroom unit types. Thus, the Subject will reflect the market with regards to the number of baths per unit.

Unit Amenities

In order to provide quality housing at an affordable cost, many LIHTC properties cannot offer an extensive amenity package. However, Subject amenities must be similar to or better than those in the market, to allow the Subject to compete. The Subject will offer garbage disposal, refrigerator, stove, dishwasher, central air conditioning and washer dryer hook-ups. In general, the in-unit amenities for the Subject are considered to be competitive with existing projects in the market.

Common Area Amenities

When the senior market segment is considered, the Subject is generally superior with the surveyed LIHTC and market rate properties. Common area amenities will include leasing and management areas, community room, business center, fitness room, laundry room, swimming pool and deck area, barbecue/picnic area, covered gazebo with seating and garden areas with walking. Additionally, the Subject will offer elevators which typically appeal to senior residents.

We compared the common area amenities offered by the Subject with those offered by Columbia Colony Senior Apartments, the only senior restricted LIHTC property surveyed. Overall, the common area amenities offered by the Subject are similar. It should be noted that this property is currently one hundred percent occupied with a lengthy waiting list. In general, the common area amenities offered by the Subject are considered to be competitive.

Security Features

Security will often vary based on the needs of the particular area and size of the particular project. Most of the more recently constructed properties surveyed offered some form of security features or perimeter fencing. The Subject will have perimeter fencing and in-unit alarm systems. In general, the Subject will offer comparable security features.

Utility Structure

The Subject will include trash expenses in rental rates. Only Columbia Colony and the Village at Cascades reported a similar utility structure. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. The comparable properties' asking rents are illustrated in the matrices as well as rents adjusted to the Subject's utility convention. Adjustments are made using Section 8 Utility Allowances from the Georgia Department of Community Affairs website.

Tenant Makeup

Local property managers report a generally mixed tenancy including single mothers, students, couples and seniors. Most of the tenants originate from throughout the Atlanta area. Tenancy at the Subject will consist of low and moderate-income tenants. Household sizes will range between one and two persons. The Subject will cater to senior households with incomes from \$0 (based on affordability for a single person household) to \$34,200 (two-person household at 60 percent of AMI). Most of the tenants will be local, coming from within the primary market area. To some extent, some tenants will be "moving up" from less desirable housing or more expensive market rate alternatives. Tenants will be attracted by better, newer, and more affordable product.

Concessions

Occasional concessions such as rental discounts are consistent with ongoing marketing strategies during periods of increased tenant turnover.

RENT INCREASE		
Property	Property Type	Increase in Last Year
Greenbrair Commons	LIHTC	Two to three percent
Columbia Colony	LIHTC/Market	New construction
Ashley Courts at Cascade	LIHTC/Market	New construction
Park at Greenbriar	Market	Yes, Could not Quantify
English Colony	Market	None
Greenbriar Glen	Market	None
Villages at Cascade	Market	None

Only two of the surveyed properties reported rental increases over the past year. This may be the result of the recent additions to supply that has occurred within the market.

Affect of Subject on Other Affordable Units in Market

Capture rates for the Subject are considered reasonable and reflect adequate demand within the primary market area. It is important to note that while approximately 409 units have been added to the housing inventory over the past two years, surveyed properties reported generally stabilized occupancy. Therefore, supplementing the market with the Subject is not expected to have a negative impact on the affordable housing market.

It should also be noted that in our demand analysis, we estimate capture based on existing demand, presumably those living at comparable or local market properties. However, we only consider those who are paying over 35 percent of the gross income in housing costs. Therefore, while we do project that those tenants would move from competing properties to reside in the Subject, these tenants are the most rent overburdened.

Vacancy

The overall vacancy of units surveyed is five percent. The majority of properties surveyed indicated stable vacancy and quick leasing of vacant units. The table below summarizes the occupancy by property in our survey:

COMPARABLE PROPERTY OCCUPANCY				
Comp Name	Property Type	Number of Units	Vacant Units	Occupancy Rate
Greenbrair Commons	LIHTC	176	5	97%
Columbia Colony Senior Housing	LIHTC/Market	121	0	100%
Ashley Courts at Cascade	LIHTC/Market	288	8	97%
Park at Greenbriar	Market	209	21	89%
English Colony	Market	94	4	96%
Greenbriar Glen	Market	74	9	88%
Villages at Cascade	Market	180	9	95%
Totals/Average Occupancy		1,142	56	95%

Vacancy rates reported in the market are generally consistent. Excluding Park at Greenbriar and Greenbriar Glen surveyed properties ranged from 95 to 100 percent occupancy. LIHTC properties have occupancies ranging from 97 percent to 100 percent, with Columbia Colony Senior Housing, reporting 100 percent occupancy. The higher vacancies reported by these properties may be the result of inferior condition. Additionally, Greenbriar Glen reported the highest turnover at 32 percent. In general, vacancy rates are considered to be indicative of a stable market.

Reasonability of Rents

Rents provided by property managers at some properties may include all utilities while others may require tenants to pay all utilities. The Subject will include trash expenses in rental rates. Only two surveyed property reported a similar utility structure. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. Adjustments are made using Section 8 Utility Allowances for Fulton County. The rent analysis is based on net rents at the Subject as well as surveyed properties. The table below illustrates the net and gross rents at the Subject, as well as the maximum allowable rents. DCA requires that LIHTC properties are at or below DCA's Maximum Allowable Rent per the Rent and Income Guidelines.

PBRA UNITS					
Unit Type	# of Units	Net Rents*	Estimated Utility Cost	Gross Rent	Fair Market Rents
1BR/1BA	29	BOI	\$0	\$647	\$795
2BR/2BA	19	BOI	\$0	\$783	\$927
Total	48				

*Based on Income

LIHTC UNITS AT 54 PERCENT OF AMI					
Unit Type	# of Units	Net Rents	Estimated Utility Cost	Gross Rent	Maximum Allowable Rent Per DCA
1BR/1BA	47	\$561	\$92	\$653	\$720
2BR/2BA	32	\$671	\$118	\$789	\$865
Total/Average	79				

MARKET-RATE UNITS					
Unit Type	# of Units	Net Rents	Estimated Utility Cost	Gross Rent	Fair Market Rents
1BR/1BA	20	\$575	\$92	\$667	\$795
2BR/2BA	13	\$700	\$118	\$818	\$927
Total	33				

The most competitive LIHTC properties are compared to the Subject in the following table. In general, the Subject compares favorably with existing LIHTC rents offered within the market. Additionally, the Subject's proposed rent levels are below the DCA guidelines. We believe that the Subject offers competitive location, quality, amenities and unit size compared to surveyed LIHTC properties. The location is within a neighborhood that is close to local services and major arteries. It should be noted that rental rates illustrated for comparable properties include concessions where applicable.

NET RENT COMPARISON: LIHTC RENTS					
Unit Type	Subject LIHTC 54%	Subject Market	Comparable Properties Average	Comparable Properties Minimum	Comparable Properties Maximum
1BR/1BA	\$561	\$575	\$581	\$500	\$707
2BR/2BA	\$671	\$700	\$722	\$593	\$931

When compared to the overall market, rents proposed at the Subject are within the range reported by surveyed market rate properties. A closer analysis of the two most similar LIHTC/market rate properties, Columbia Colony and Ashley Courts at Cascade, demonstrated that the unit proposed by the Subject at 54 percent AMI will have a 21 percent and 25 percent rent advantage over the average rent reported by these properties for one and two-bedroom units respectively. Given that the Subject will be new construction, the proposed rents at the Subject are considered reasonable.

Absorption

Despite the presence of two recently constructed properties included in our survey, we were unable to obtain a recent indication of market absorption. However, all three surveyed LIHTC properties included in our survey reported the presence of waiting list for both LIHTC units and Section 8 units ranging from 20 households to a one and one half year. This suggests latent demand for low-income housing within the PMA. Most notably is the lengthy waiting list reported by Columbia Colony Senior Apartments. Additionally, the demand analysis for the Subject demonstrated favorable demand. Finally, the Subject will be located in an area that is proposing substantial development as a single-family and multifamily community. This is expected to enhance the desirability of the Subject. In general, an estimate of 20 units per month or eight months initial leasing pace is considered reasonable for an absorption period for the Subject. Discussions have concluded that advanced knowledge of a new affordable housing development within Atlanta would greatly assist initial leasing. Therefore, we recommend that the developers aggressively market the Subject prior to completion to assist initial leasing pace. Also, the developers may want to consider offering concessions to help stimulate initial leasing.

Conclusions

There are generally two types of properties in this market, properties that are older vintage and those that are recent additions. As new construction, the Subject would be superior to the condition of most of the current market rate and affordable housing inventory within the primary market area. The Subject's unit sizes are above the average unit sizes reported for one and two-bedroom units currently found in the market. Generally, senior apartments are somewhat smaller than conventional apartments. Given that unit sizes offered by the Subject are at the top end of the range, the Subject is expected to have a competitive advantage within the market with respect to size.

Vacancy rates reported in the market are generally consistent. Excluding Park at Greenbriar and Greenbriar Glen, surveyed properties ranged from 95 to 100 percent occupancy. The higher vacancies reported by these properties may be the result of inferior condition. Additionally, Greenbriar Glen reported the highest turnover at 32 percent. In general, vacancy rates are considered to be indicative of a stable market.

Four of the seven surveyed properties reported offering concessions. It is interesting to note that two of the remaining three properties are recent LIHTC constructions. Therefore, concessions may be the result marketing strategies utilized by these properties to remain competitive with the new additions to supply. In general, the Subject is not expected to offer concessions after stabilization. However, the developer may want to consider offering concessions after construction to help stimulate initial leasing pace.

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I. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The overall Atlanta economy is moderately strong, benefiting from population, business and employment growth that has occurred in the area over the past ten years. As a result, the residential housing inventory has increased to support the economic escalations experienced within the market. However, given the elevated number of recent multifamily additions to supply, the Atlanta MSA is experiencing higher than normal vacancy levels. According to the REIS "Metro Trend Report" for the first quarter of 2003, overall vacancy for the Atlanta MSA is 11.3 percent. Established older vintage properties have reported the reliance of concessions to remain competitive to newer affordable housing and market rate product. In some cases, the presence of these concessions will remain in place throughout the foreseeable future.

While some markets in Atlanta are beginning to show stress from additions to supply, the Subject primary market appears to be a relatively balanced market in both market rate and affordable housing developments. The Subject is located within an area that demonstrates stability within low-income communities as well as softness within the market rate product. It should be noted that properties that are experiencing higher than typical vacancies are generally older properties in inferior condition to the more recently constructed affordable housing communities. However, the presence of rental increases, limited concessions and waiting lists suggest overall stability within the primary market area of the Subject despite recent additions to supply.

- The Subject is located in a suburban community located just east of Interstate 285. Residents of the neighborhood are able to benefit from close proximity to local services given that all are located within a short driving distance. Also, the Metropolitan Atlanta Rapid Transit Authority (MARTA) has a bus stop at the entrance to the Subject which should benefit residents that require public transportation. These factors will have positive impacts for the long-term prospects of the Subject. In general, the Subject site appears to be a favorable location for multifamily development.
- The senior population is expected to increase by 3.37 percent from 2001 to 2006. Further, projections indicate households are expected to increase at an annual rate of 3.12 percent during the same time period. This suggests an aging population that may choose apartment living to reduce home ownership burdens. By the time of market entry, there will be approximately 31,952 persons aged 55 and older in the PMA. The Subject is expected to supplement the one and two-bedroom housing stock that typically appeal to senior oriented residents. The largest income bracket is \$15,000-\$24,000. The Subject is expected to target households with annual incomes ranging from \$0 to \$34,200. Therefore, a large number of households (10,891) are income eligible to reside at the Subject. This should increase the desirability for the Subject given that senior oriented affordable housing options are limited within the PMA.
- Our demand analysis demonstrates that the Subject's capture rates vary from seven to 28 percent. We also conducted a demand analysis for the market rate units at the Subject. The capture rates demonstrated an overall capture rate of four percent for market rate units. These capture rates demonstrated by both LIHTC and market rate units are below the DCA limit of 30 percent. Overall, demand for the Subject's LIHTC and market rate units is considered favorable.

- THIR*
- Vacancy rates reported in the market are generally consistent. Excluding Park at Greenbriar and Greenbriar Glen, surveyed properties ranged from 95 to 100 percent occupancy. The higher vacancies reported by these properties may be the result of inferior condition. Additionally, Greenbriar Glen reported the highest turnover at 32 percent. In general, vacancy rates are considered to be indicative of a stable market.
 - Four of the seven surveyed properties reported offering concessions. It is interesting to note that two of the remaining three properties are recent LIHTC constructions. Therefore, concessions may be the result marketing strategies utilized by these properties to remain competitive with the new additions to supply. In general, the Subject is not expected to offer concessions after stabilization. However, the developer may want to consider offering concessions after construction to help stimulate initial leasing pace.
 - When compared to the overall market, rents proposed at the Subject are within the range reported by surveyed market rate properties. A closer analysis of the two most similar LIHTC/market rate properties, Columbia Colony and Ashley Courts at Cascade, demonstrated that the unit proposed by the Subject at 54 percent AMI will have a 21 percent and 25 percent rent advantage over the average rent reported by these properties for one and two-bedroom units respectively. Given that the Subject will be new construction, the proposed rents at the Subject are considered reasonable.
 - Despite the presence of two recently constructed properties included in our survey, we were unable to obtain a recent indication of market absorption. However, all three surveyed LIHTC properties included in our survey reported the presence of waiting list for both LIHTC units and Section 8 units ranging from 20 households to a one and one half year. This suggests latent demand for low-income housing within the PMA. Given that the Subject will be located in an area that is proposing substantial development as a single-family and multifamily community is expected to enhance the desirability of the Subject. In general, an estimate of 20 units per month or eight months initial leasing pace is considered reasonable for an absorption period for the Subject.

Recommendations

- Discussions have concluded that advanced knowledge of new affordable housing development within Atlanta would greatly assist initial leasing. Therefore, we recommend that the developers aggressively market the Subject prior to completion.

J. SIGNED STATEMENT REQUIREMENTS

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

H. Blair Kincer, MAI
Principal
Novogradac & Company LLP

Date

K. ANALYST QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Candidate member of the Commercial Investment Real Estate Institute pursuing
the Certified Investment Member (CCIM) designation.
Certified General Real Estate Appraiser - State of Maryland
Certified General Real Estate Appraiser - Commonwealth of Virginia
Certified General Real Estate Appraiser - Commonwealth of Pennsylvania
Certified General Real Estate Appraiser - State of New York
Certified General Real Estate Appraiser - State of Washington
Member Frostburg Housing Authority

III. Professional Experience

Principal, Novogradac & Company, LLP
Vice President, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer / Work-Out Specialist, First Federal Savings Bank of Western Maryland
Manager, Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended Various IPED and Novogradac conferences regarding the affordable housing industry.
CCIREI - Course CI 101 Financial Analysis for Commercial Real Estate
Appraisal Institute - Real Estate Appraisal Principles
Appraisal Institute - Basic Valuation Procedures
Appraisal Institute - Capitalization Theory and Techniques Part A and B
Appraisal Institute - Case Studies in Real Estate Valuation
Appraisal Institute - Standards and Professional Practice
Appraisal Institute - Valuation Analysis and Report Writing
BAI Seminars - Loan Review, Advanced Loan Review, Commercial Loan Work - Out National
Institute of Trial Lawyers Appraisal Institute- Expert Witness Testimony
Ernst & Young, LLP - Capital Markets and Financing

H. Blair Kincer
Qualifications
Page 2

V. Real Estate Assignments

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope with a concentration on the east coast.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.
- In accordance with HUD Notice H 00-12, Mr. Kincer has completed numerous rent comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Member of the due diligence team hired by Insignia/ESG to assist in the determination of underlying asset value and marketability of a large retail portfolio of regional malls. Assignment included review of leases, lease abstracting, and cash flow modeling. Prepared due diligence package that included lease abstracts, market analysis and projected operations with explanatory comments.
- Assisted a developer on three projects located in Maryland through all stages of the development process. This assistance included market analysis, contract negotiation, third party report supervision and preparation of financing packages. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, and development programming. Support for contract negotiations involved cash flow projections and valuation analyses. Third party report supervision entailed the marshaling and review of the appropriate third party reports including market studies, environmental and engineering reports and appraisals. Preparation of financing packages included the compilation of development budgets and cash flow projections. Completed financing submissions including; Tax Exempt Bond Applications, Credit Enhancement Applications, Construction Loan Applications, and alternative financing applications.
- Completed a market study for an affordable housing developer on Clifton Terrace Apartments in Washington, DC. Clifton Terrace is a former HUD financed property currently owned by the Federal Government. The market study was used in a response to a request for redevelopment proposals. Our research included neighborhood analysis, competitive supply evaluation and demand projections. Demand by family size was further analyzed using PUMS detailed census analysis. This analysis formed the basis for the proposed unit mix in the response.

STATEMENT OF PROFESSIONAL QUALIFICATIONS GIL WASHINGTON

I. Education

George Washington University
Bachelor of Arts in Business Administration

II. Licensing and Professional Affiliation

Associate Member - Appraisal Institute

III. Professional Experience

Real Estate Analyst, Novogradac & Company, LLP
Foundation Financial Mortgage Services
Consumer Finance Manager, Intercontinental Trade Associates

IV. Professional Training

Attended several internal Novogradac & Company seminars in affordable housing development as well as the following seminars

Prince George's Community College
Real Estate Financing and Mortgage Banking

V. Professional Accomplishments

Chair of management team responsible for recruiting and training nationwide Field Representatives.

Managed Customer Service/Processing Department staffed by 10 representatives and 2 supervisors.

Understanding and familiarity with Army policy and procedures particularly as it relates to housing issues.

VI. Real Estate Assignments

A representative sample of Consulting and Market Research Engagements includes:

- Conducted rent comparability studies in Virginia, Maryland, North Carolina, South Carolina, Kentucky, Georgia and the District of Columbia for expiring Section 8 contracts per the Multifamily Assisted Housing Reform and Affordability Act of 1997, Title V of the HUD Fiscal Year 1998 Appropriations Act. The engagements were conducted in accordance with HUD Notice H 98-34 and included site visits, interviewing and inspecting potentially comparable properties, and the analysis of collected data including adjustments to comparable data to determine appropriate adjusted market rent using HUD form 92273.

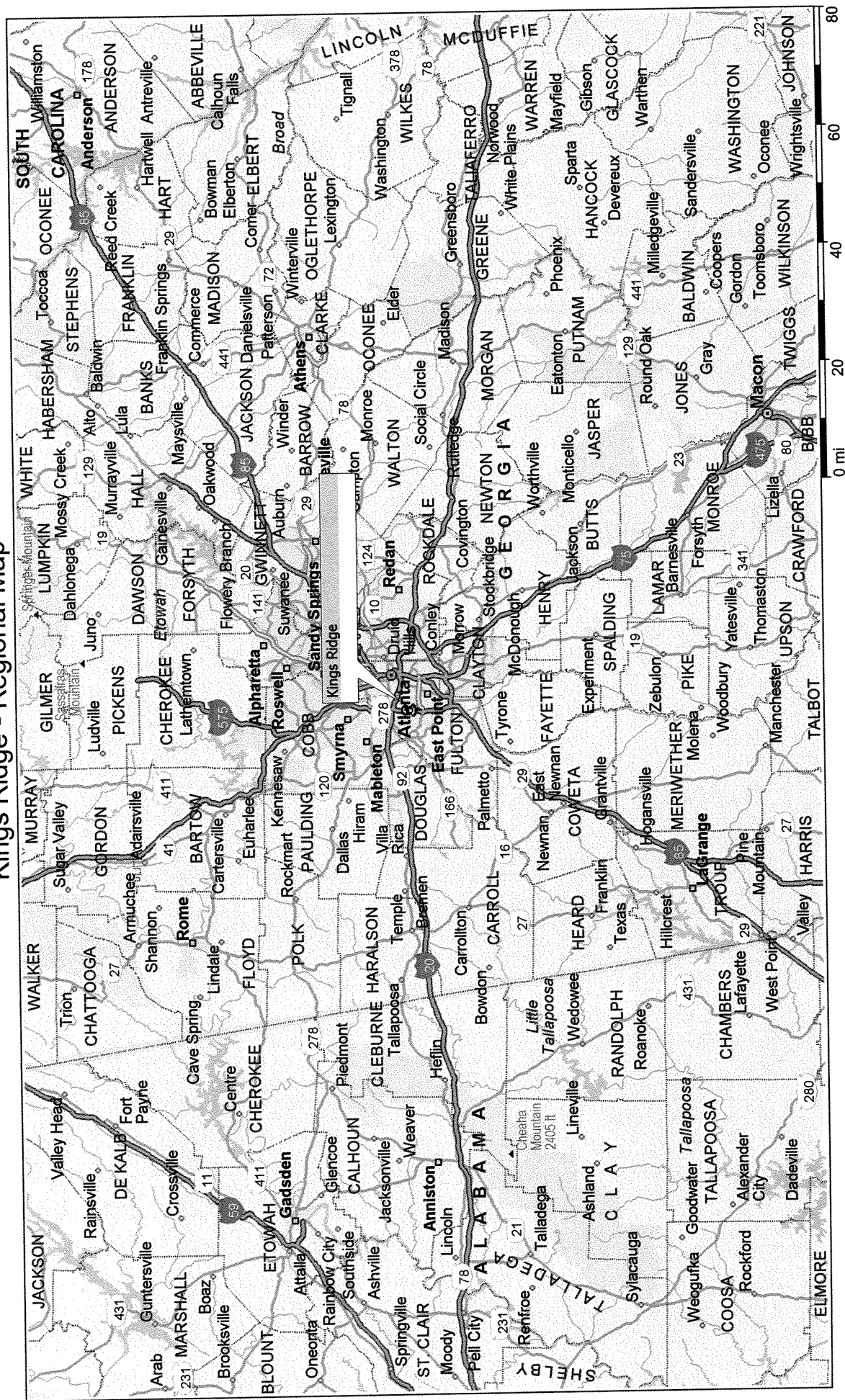
- Conducted market studies of proposed Low Income Housing Tax Credit properties for the National Development Council and Opportunity Builders. The subjects included new construction located in rural regions of Colorado. Market analysis included; preliminary property screenings, market analysis, comparable rent surveys, and demand analysis. Studies were required to adhere to the requirements of the Colorado Housing Finance Agency “CHFA” for submission of LIHTC applications to CHFA.
- Prepared market studies of proposed new construction Low Income Housing Tax Credit properties for Columbia Housing/PNC Real Estate Finance. The subjects were new construction family properties in the Orlando MSA. Market analysis included; preliminary property screenings, market analysis, comparable rent surveys, and demand analysis. Studies were required to adhere to the requirements of the Florida Housing Finance Corporation “FHFC” for submission of LIHTC applications to FHFC.
- Performed a market study of a Low Income Housing Tax Credit property for Regency Development. The subject was an acquisition and rehabilitation project in the Alexandria, VA. Market analysis included; preliminary property screenings, market analysis, comparable rent surveys, and demand analysis. Studies were required to adhere to the requirements of the Virginia Housing Development Authority “VHDA” for submission of LIHTC applications to VHDA.
- Provided a market study for an affordable housing in a response to request for redevelopment proposals in Suitland, Maryland for Structures Unlimited. Research included neighborhood analysis, competitive supply evaluation and demand projections. Demand by family size was further analyzed using detailed census analysis.

A representative sample of the Due Diligence and Valuation Engagements includes the following:

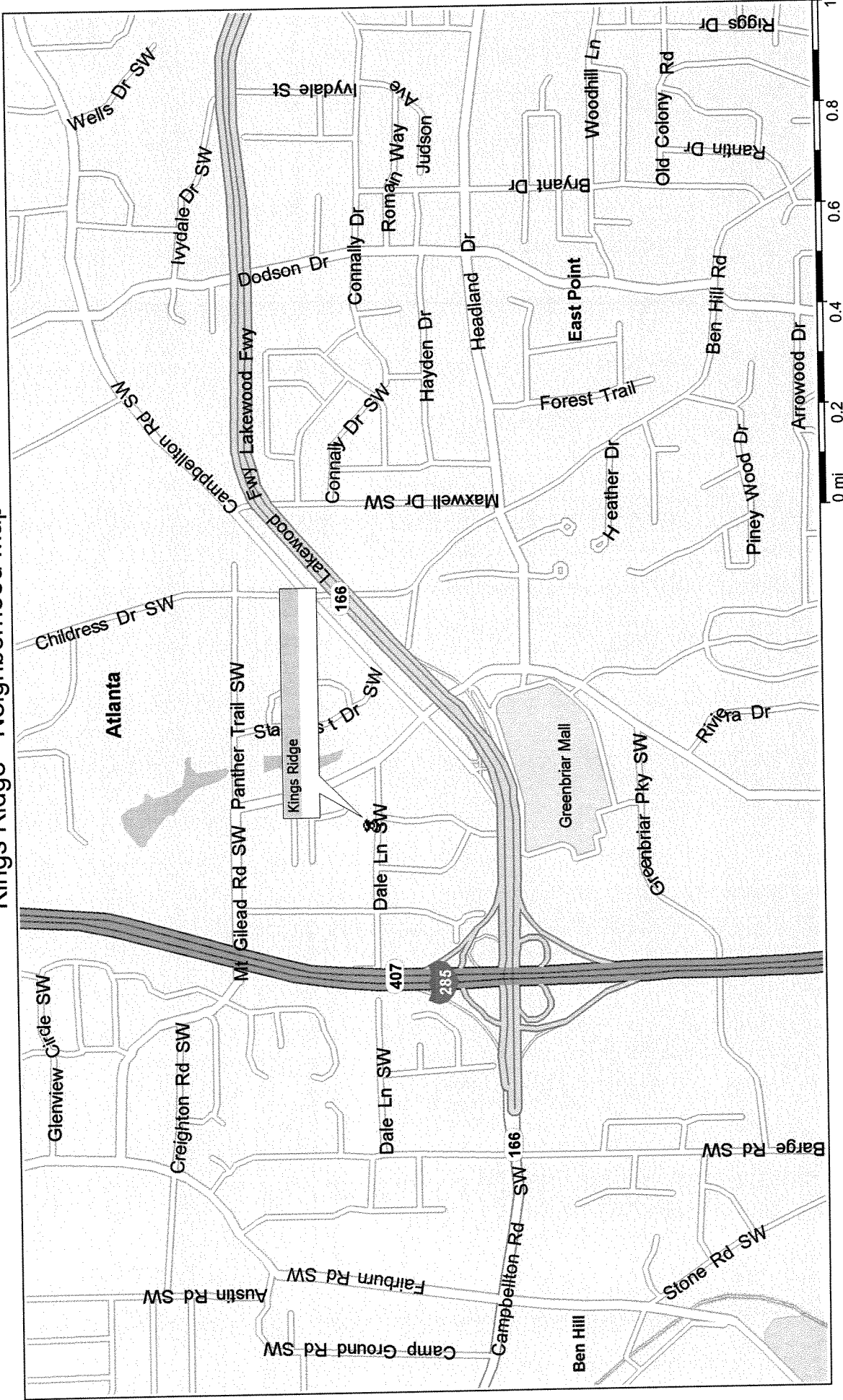
- Assisted in the appraisal of a portfolio of loans of residential, retail, office, land and multifamily properties with both performing and non-performing loans for METEC Asset Management, LC. The METEC Asset Management LC and their advisors utilized our analysis for evaluation of potential financing and disposition options.
- Assisted in the appraisal of vacant multifamily land for First Centrum. The subject was an acquisition for new construction of senior housing in Annapolis, MD.
- Assisted in the appraisal of an industrial warehouse for National Child Day Care Association. The subject was an acquisition in Washington, DC.
- Assisted in the appraisal of a multifamily hi-rise building for HMJ Management. The subject was an acquisition for redevelopment for Section 8 housing in Baltimore, MD.

ADDENDA

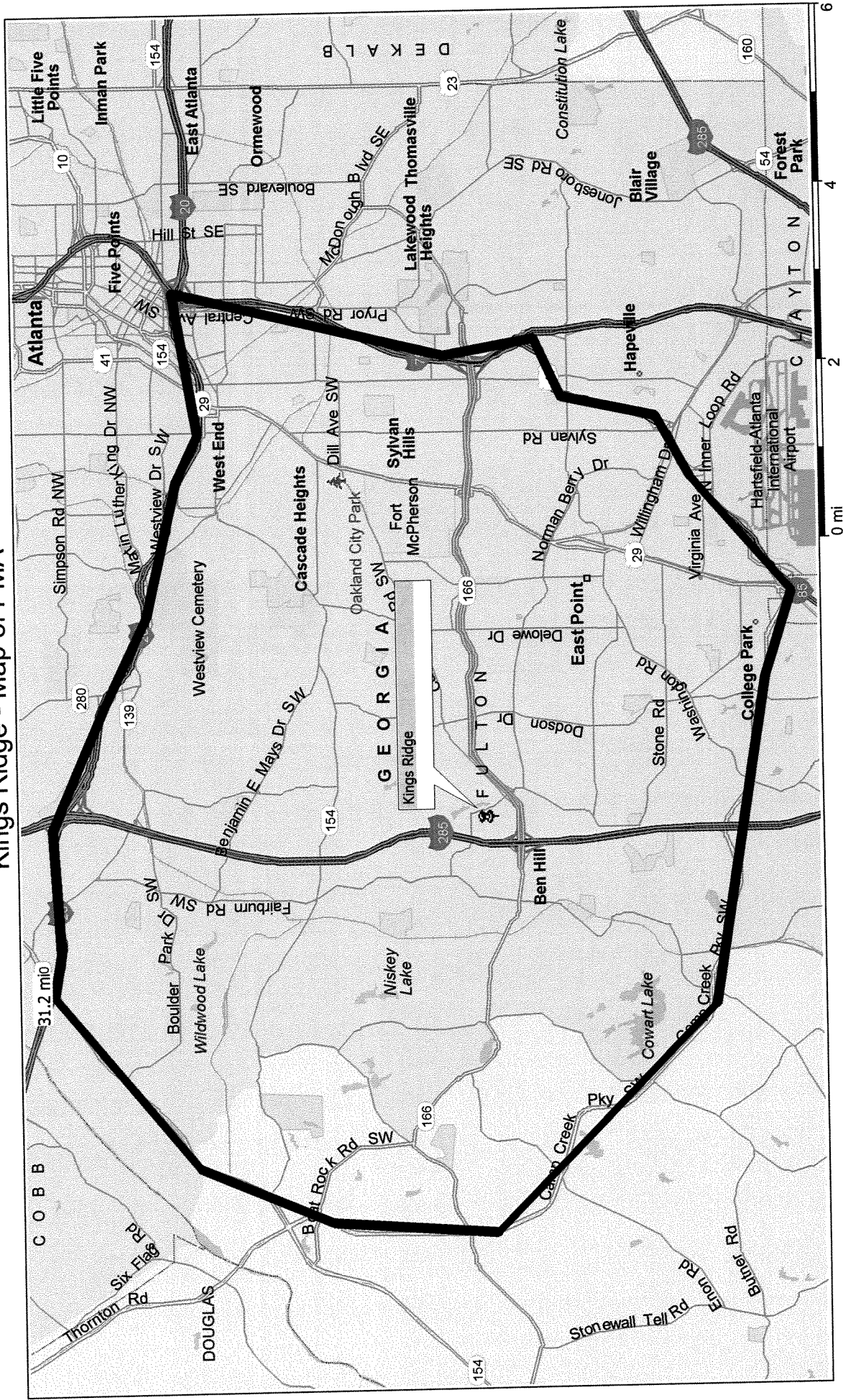
Kings Ridge - Regional Map



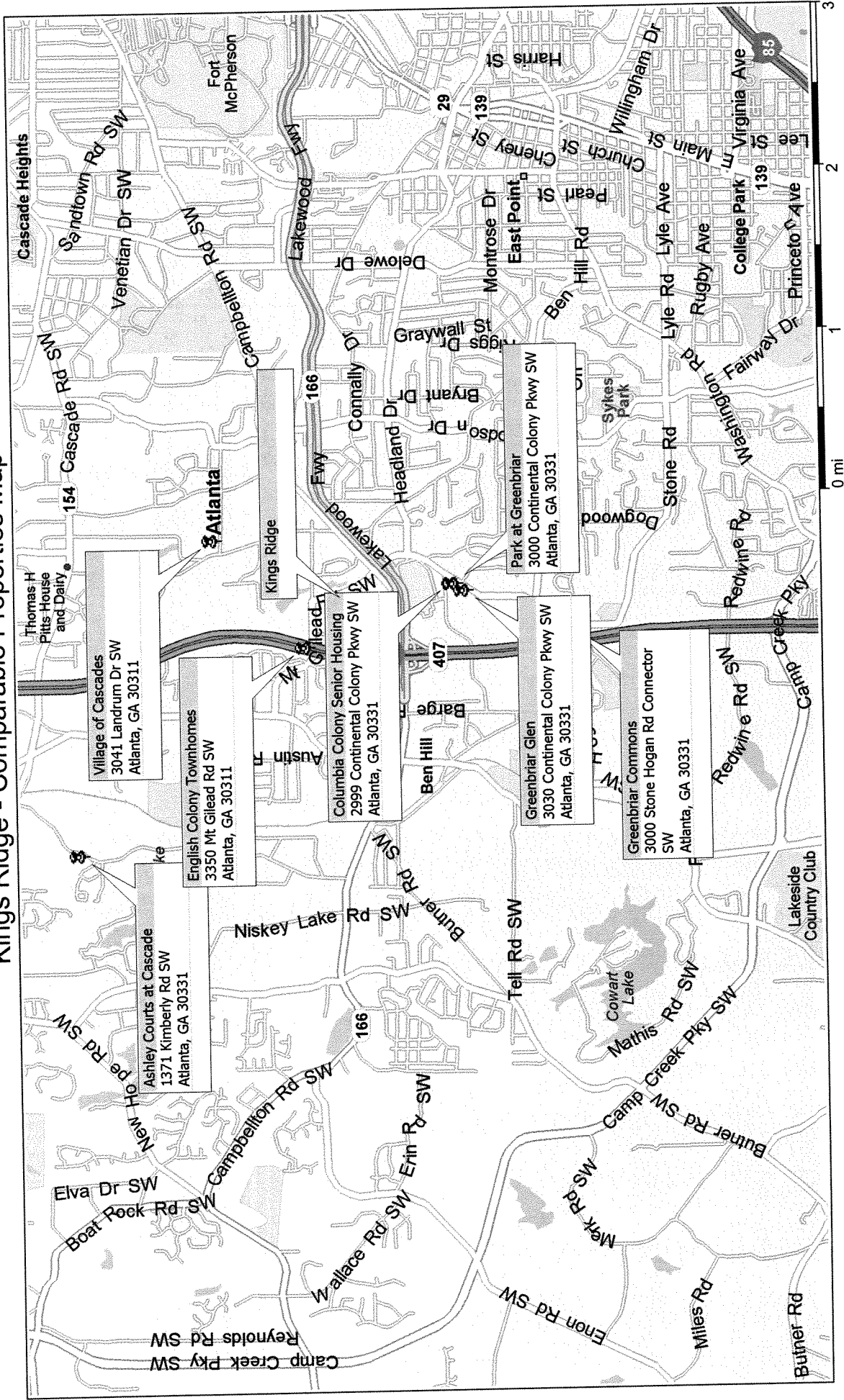
Kings Ridge - Neighborhood Map



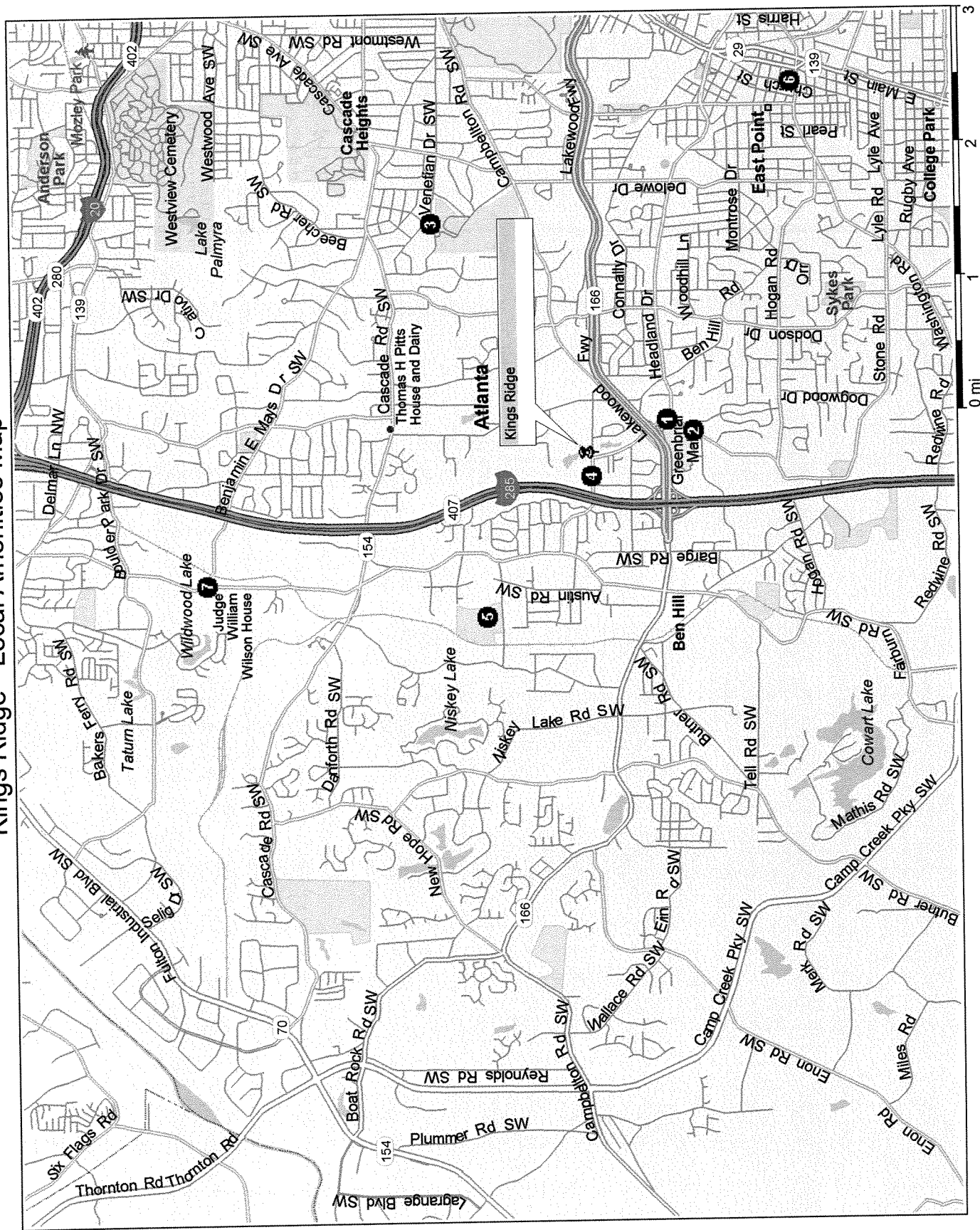
Kings Ridge - Map of PMA



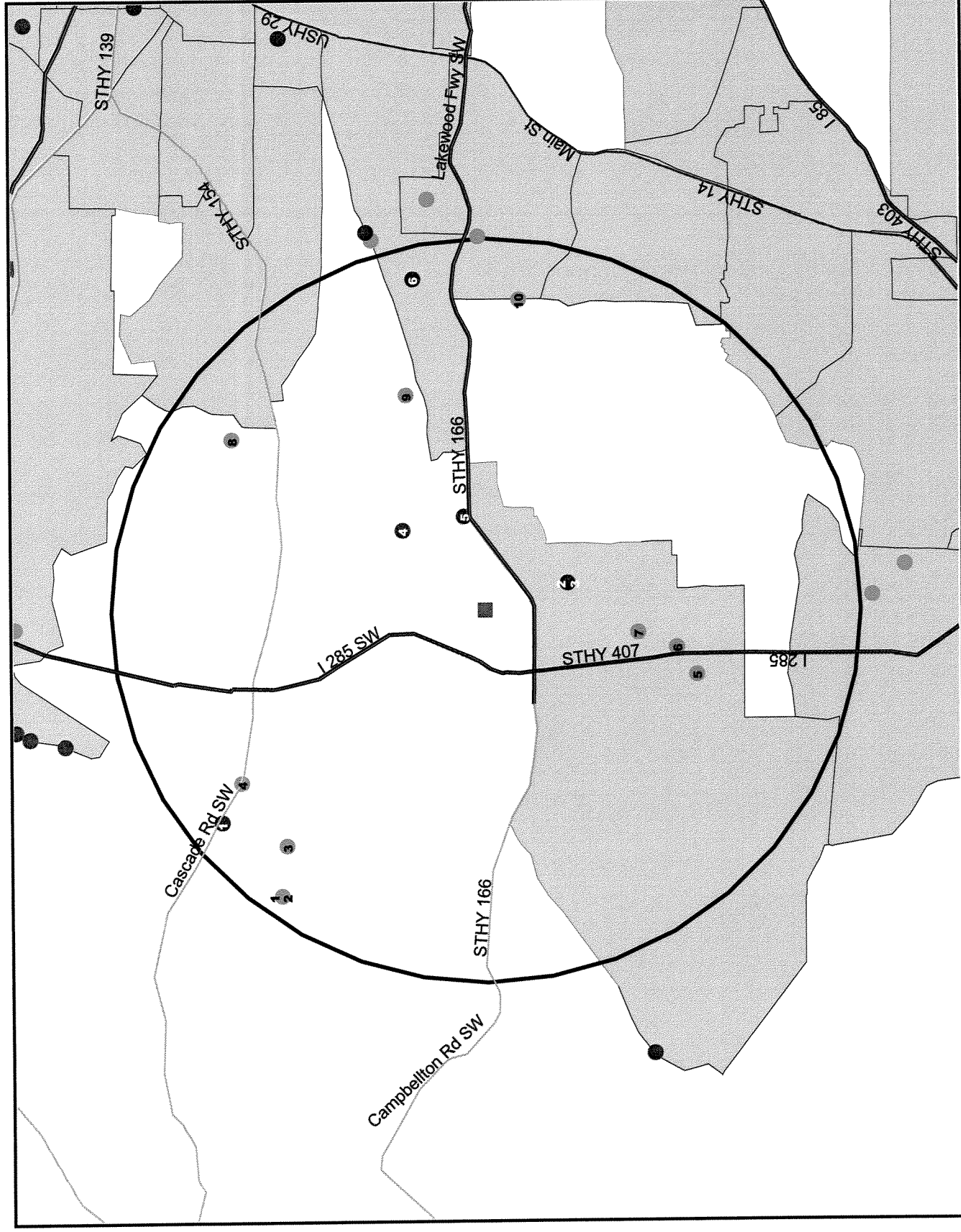
Kings Ridge - Comparable Properties Map



Kings Ridge - Local Amenities Map



KING'S RIDGE SENIOR SECTION 8 AND LIHTC HOUSING



LEGEND

Buffer - 3 Miles

Qualified Census Tract

Subject

LIHTC Properties

Section 8 Projects

Roads

Highway

Primary road

Secondary road

Produced by Novogradac & Company, LLP, July 2003.
 Data Sources: U.S. Housing and Urban Development (HUD) Low Income Housing Tax Credit Database 1987-2000; HUD Qualified Census Tracts 2003; HUD Assisted Housing: A Picture of Subsidized Households 1998; Microsoft Streets and Trips 2001; Novogradac & Company, LLP, July 2003.

Subject Photos



North Bound View of Subject From Mr. Gilead Road

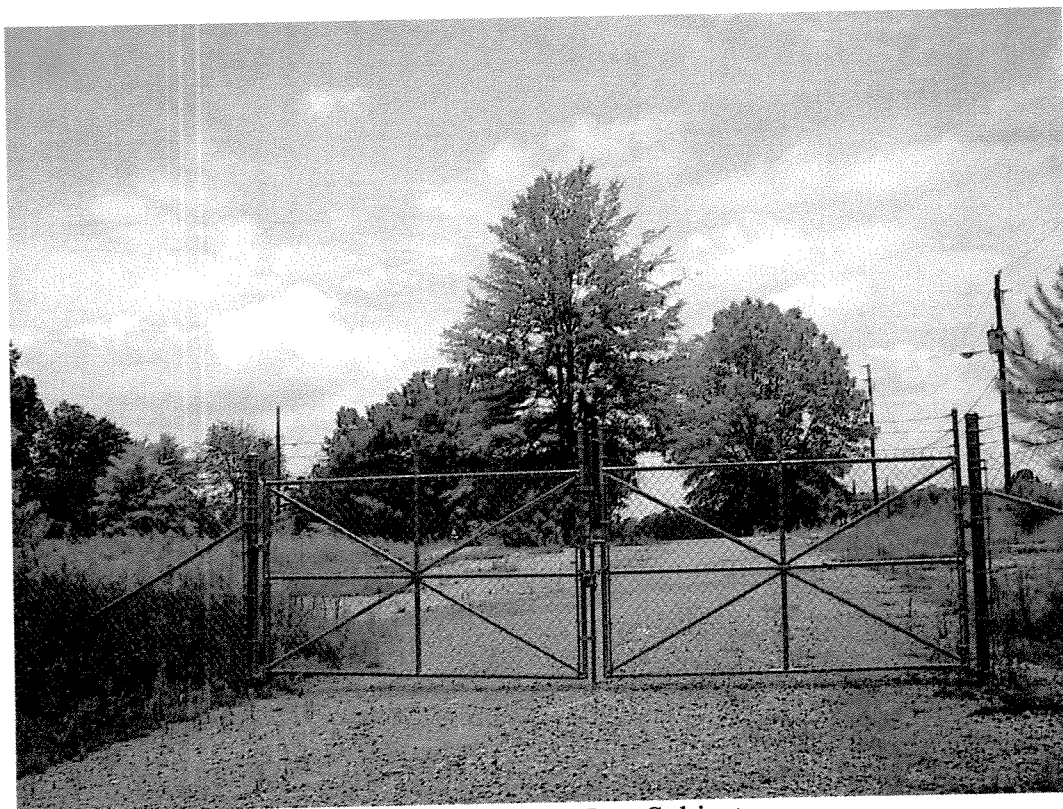


North Bound View of Subject From Mr. Gilead Road

Subject Photos



View Along Southern Property Line (MARTA Bus Stop)



View of Entrance Into Subject

Subject Photos

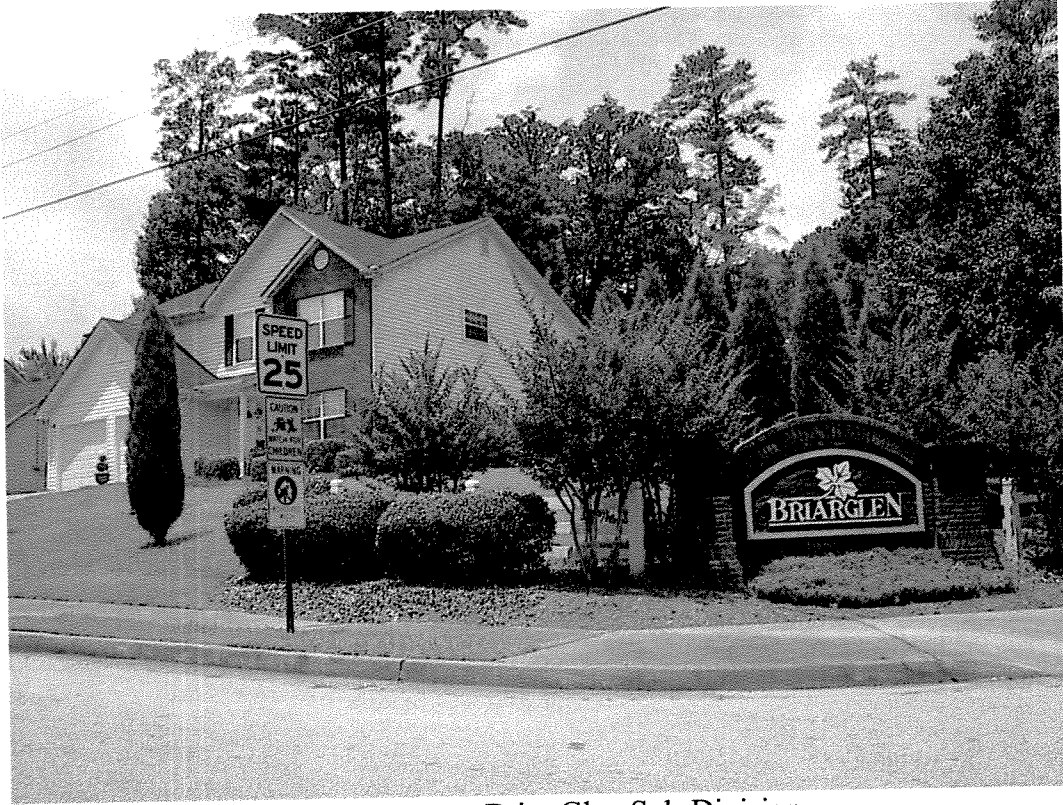


East Bound Road Access to Subject Along Mr. Gilead Road
(Subject on the Left)



South Bound Road Access to Subject Along Mr. Gilead Road
(Subject on the Right)

Subject Photos



Street Scenes – Briar Glen Sub-Division



Street Scenes – English Colony Town Homes

Subject Photos



Street Scenes – Nearest Grocery Located Near Greenbriar Mall